

# Knitted Outerwear Times

the official publication of the  
national knitted outerwear association  
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murray hill 3-7520

sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear

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Vol. 29

MONDAY, MAY 23, 1960

No. 21

## Wool's Position To Remain Firm, Review Notes

The position of wool in the textile industry in 1960 should remain firm. This is the conclusion which The Wool Bureau, Inc. draws from a study of the current rate of wool consumption related to the estimated supply of apparel wool. The report, entitled "Graphic Review of the U. S. Wool Situation Early 1960," was prepared by Ruth Jackendoff, director of the Bureau's department of economics and statistics.

"Considering the expanding competition of wool from man-made fibers and the competition of textiles from other consumer goods," the report states, "the statistical position of raw wool has experienced a worth-while recovery since the dark days of 1957-58."

Among other conclusions which the study draws are the following:

1. Wool's gains in early 1960 vs. 1959 offset sharper declines in 1959 vs. 1958.
2. The recovery in the rate of apparel wool consumption on the worsted system approximated that of 1956. This, according to the study, probably reflects an increase in wool knit goods as well as wool woven textiles.
3. Consumption of wool last year exceeded domestic production and imports.

## Six Firms Bid For QM Knit Glove Insert Award

PHILADELPHIA, Pa.—Six firms bid (on May 10) at the Military Clothing and Textile



Annual Woolknit Design Awards honoring creative contributions in the men's knitwear were presented this year to Alps Sportswear Manufacturing Company, Jantzen, Inc., and Catalina, Inc. The Awards are accepted by, left to right, Sidney J. Cohen, designer, and Herbert J. Finkelstein, president, Alps; Herbert Zell, director of marketing, men's wear, Jantzen, Inc.; Chuck Trowbridge, vice-president, charge of men's wear, Catalina. (Story p. 15.)

Supply Agency under QM-753 for 148,994 pairs wool knit glove inserts, olive drab; f.o.b. origin; shipping point is the same as address given for each firm unless otherwise noted.

Those who bid are: Clydebank Knitting Co., Fort Plain, New York: 60,000 at .86; 30,000 at .875; ¼ percent-20; Gelmart Knitting Mills, Yonkers, N. Y.: 15,497 at .8675; 27,000 at .8875; 32,000 at .9075; ¼ percent-20; Florida Knitting Mills, Orlando, Fla.: 74,497 at .8846; 74,497 at .9096; or 148,994 at .8971; min., 48,000; Allied Knitting Mills, New York: 12,000 at .9074 or 12,000 at .8773; ¼ percent-20; (if possible size 3 only); Gloversville-Continental Mills, Gloversville, N. Y.: 36,000 at .934; or 72,000 at .954; min., 36,000; shipping pt., Schenectady, N. Y.; and York Gloves, Inc., Yonkers, N. Y.: 60,000 at .95; 60,000 at .89; ¼ percent-20.

## Pekoma Programs 41st Annual Summer Meeting

PHILADELPHIA, Pa.—Reservation blanks for the 41st anniversary summer conference of the Knitted Outerwear Manufacturers Association, Pennsylvania District, to be held at Shawnee Inn, Shawnee-on-the-Delaware, Pa. June 23-26, have been mailed to PEKOMA members.

Plans call for a style show again this year, arranged by the E. I. duPont de Nemours & Company, as well as a complete and well-balanced seminar program. As in previous years, there will be men's and ladies' golf tournaments with handsome trophies awarded for these and other activities such as table tennis and diving.

Morton Pauker, Tartan Knitting Mills, and Stanley Matzkin, Devon Knitwear Co., are co-chairmen of this year's Summer Conference.

## Textile Machine Exhibition Opens In Atlantic City

ATLANTIC CITY, N. J.—The American Textile Machinery Exhibition-International officially got under way here yesterday with colorful opening ceremonies in which Luther H. Hodges, Governor of North Carolina, and Gov. Robert B. Meyner, of New Jersey participated. Other dignitaries who took part in the opening ceremonies included Thomas C. Mann, assistant Secretary of State for Economic Affairs, Clarence L. Miller, Assistant Secretary of Agriculture for Marketing and Foreign Agriculture, Carl F. Oechsle, Assistant Secretary of Commerce for Domestic Affairs.

Presiding over the ceremonies was William K. Child, president of American Textile Machinery Association. The preview of the exhibition was directed by John H. Bolton, Jr., exhibition committee chairman. The invocation was delivered by The Reverend Frederick Brown Harris, Chaplain of the Senate.

The huge textile machinery fair is being held in Atlantic City's seven-acre convention hall, which has been remodeled. The capital equipment on display is estimated to cost over \$30,000,000. Among the exhibitors are textile machine builders from 12 different countries.

No knitting machinery is on display here. The exhibits are primarily of warping and weaving equipment, yarn preparation and spinning machinery and

(Continued on Page 38)

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Sept. 12

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Four-color ads like this one will dramatically tell consumers of the advantages of this new nylon yarn. Enka's Customer Service Program assists retailers, manufacturers and knitters with effective, national advertising, in-store merchandising and publicity. For full information, contact Enka Merchandising, PE 6-2300 in New York or the Enka sales office nearest you.

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## Knitted Outerwear Times

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## Market Developments

# Garment Cutters Eye Knit Dresses

By CHARLES REICHMAN Editor

SEVENTH Avenue has taken a fancy to the knitted dress. Brisk demand for domestic- and foreign-made knit costumes has induced a veritable covey of top drawer houses in the garment area to extend their operations to include knitted dresses. Since the first of the year five big-name firms on Seventh Avenue have branched out into knitted dresses, forming either specialized divisions within their companies or organizing separate but subsidiary outfits. Notable among the firms that have expanded into the knitted dress fold is Jonathan Logan. This multi-million dollar dress house recently set up its own knitting mill in the South.

The talk along the garment district's main stem is that the influx has only just begun; before the year is out it is expected that the number of knitted dress resources will be swelled by additional Seventh Avenue cutters similar in financial stature and nation-wide prominence to Jonathan Logan.

### Type of Operations

So far, few of the newcomers from the garment trade have been venturesome enough to organize their own knitting plants; most for the present appear to prefer liaisons with seasoned knitted dress contractors who have their own knitting machines as well as garment fabricating equipment. Failing such tie-ups, the Seventh Avenue cutters are buying knit cloth from yardgoods knitters, and either farming out the work of cutting and sewing to the more reliable of their woven dress contractors or, if they have the facilities, doing the work in their own plants.

Many of the regular dress firms appear to be satisfied with this sort of arrangement on the theory that Seventh Avenue's interest in knits may be only a passing fancy. The major dress houses, however, apparently look at the knit dress development differently. Not only is the knit dress vogue here to stay, they believe, but, more important, they're convinced it will reach boom proportions.

If the current demand for knitted dresses is going to last and prove as big as some of them anticipate, then, the garment district cutters reason, dependable, creative sources for

knit fabrics and for manufacturing knit dresses must be found. And what could be more dependable than your own knitting plant or, next best, an exclusive tie-up with a knitting mill equipped to produce the variety of fabrics required as well as to cut, make and trim the garments.

### Influx of Weavers

There is another aspect to this knit dress trend. The other side of the coin concerns the weavers and converters who supply the garment area manufacturers with the fabrics used to make their unit-price and dozen-price dresses. If their Seventh Avenue customers go in heavily for knitted dresses, these fabric suppliers see an opportunity for expanding their volume too—with knitted yardgoods supplementing their woven dress cloth lines. This appears to be the logic behind the decision of a textile giant like Deering, Milliken to branch out into the knitted fabric field. It is the same line of reasoning that prompted other weavers like M. Lowenstein and Iselin-Jefferson to invade the knit shirting fabric field when knitted sport shirts began to overtake their woven counterparts in men's wear.

The attention which Seventh Avenue dress producers are presently focusing on the knitted dress market naturally has provoked a number of questions in the trade with regard to the magnitude of the knitted dress business; the types of equipment used in producing knit dresses; the preferred raw materials and similar points. It is not possible to answer all of these posers but light can be shed on some, especially the queries relating to the size of the market, such as:

- How big is the knitted dress field?

- Is Seventh Avenue's strong interest in knit dresses justified

by the volume of sales of the item over the past few years?

Before answers to these questions can be determined, the term "knitted dress," must first be defined, for the available statistics cover two different and distinct types of knit costumes produced by two wholly dissimilar kinds of producers:

1. The integrated makers or those who specialize exclusively in knitted dress manufacture and have their own knitting and sewing plants or access to such facilities on a contract basis.

2. The cutters who produce jersey dresses from purchased knitted yardgoods.

The integrated makers comprise such well-known high-price knit dress resources as Kimberley, Goldworm, Guttman and Geist and Geist, and include equally prominent firms who may operate on a somewhat lower price level like Lofties and Banff. Included too in this group are knitters of a type of dress which consists of a full-fashioned sweater-style top and matching skirt which may or may not be full-fashioned. Chief resources in this category include such firms as Dalton, Darlene and Talbot.

### Jersey Cutters

The second group—the cutters who produce jersey dresses from purchased yardgoods—are primarily manufacturers of woven fabric dresses and turn out their jersey knits on much the same basis as their primary items. Many of these firms do not classify their jersey garments as knit dresses—in some cases because they are not aware that jersey is a knitted fabric but largely because they do not consider jersey cloth, which is invariably a flat fine-gauge knit construction, in the same genre with the more clearly-defined knitted structure of the cloth used in the manufacture of knitted dresses made by the integrated producers.

The difference between these two types of knitted dresses even finds expression in Census Bureau output reports. Production figures on the type of knitted

(Continued on Page 5)






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dress which knitters like Kimberley and Lofties turn out, are reported in the statistical summaries for the knitted outerwear industry along with output totals on sweaters and similar products. No figures, however, are compiled or released by the Census Bureau on production of jersey fabric dresses by the regular dress producers. Apparently these figures are hidden in the unit-priced and dozen-priced dress totals.

#### Estimated Volume

However, some indication of the dimensions of this volume can be obtained by converting the Census Bureau's poundage data on circular knit dress and suiting fabric production into an output-per-dozen-garment figure. Such a conversion can be done by arbitrarily assuming that the average knitted dress, whether produced from wool, Orlon and wool, Acrilan, and other fibers or mixtures of fibers, weighs roughly 13 ounces. Using this admittedly crude technique, it is estimated that production of jersey knit dresses in the last year or two has been running about 1,500,000 dozen garments or roughly seven percent of the annual production of both unit-priced and dozen-priced dresses. In 1958 output of the latter totaled over 20,000,000 dozens and preliminary figures on 1959 cuttings of unit-priced and dozen-priced dresses indicate that the total now stands at 22¼ million dozen.

#### Small In Comparison

The volume of knitted dresses which the integrated makers turn out is pint-size in comparison to the aggregate cuttings of regular woven dresses by the Seventh Avenue houses. The quantity of knit dresses turned out by knitters like Kimberley, Goldworm, etc., is also considerably less than the annual output of jersey fabric garments. In 1958, the last year for which Census figures for this category are available, the integrated knit dress producers turned out 434,000 dozen garments, a little over one-quarter of the yearly production of jersey dresses. Trade estimates for 1959 put production of these non-jersey knitted dresses at about 500,000 dozen.

The outlook for 1960, is, of course, quite rosy, but it is doubtful whether output of the item even with the roster of pro-

## PRODUCTION OF KNITTED DRESSES BY INTEGRATED KNITTERS

(1950-1959)

Year	Dozens
1959	500,000 (est.)
1958	434,000
1957	461,000
1956	259,000
1955	213,000
1954	252,000
1953	158,000
1952	165,000
1951	155,000
1950	100,000

ducers swelled by the entrance of Seventh Avenue makers, would reach 600,000 dozen.

Historically, the knitted dress never has been a major item of knitted outerwear production. This is true even in the knitted dress' heyday in the late twenties. In 1929, for example, the extent of knitted dress production by knitting mills was approximately 85,000 dozen, valued at a shade over \$11,000,000. During most of the thirties knitted dress demand was at a low ebb. Actually, it was not until after the war that the item began to emerge from its protracted style eclipse. By 1950 production of dresses had increased to 100,000 dozen. It was not until 1957, however, that output really shot ahead; in that year, knitted dress production jumped more than 75 percent over the previous year. The following year the number of units turned out dipped slightly from the 1957 high point but 1959 saw a resumption of the upward climb of the production curve.

#### Value of Output

The dollar value of the non-jersey knitted dress business was found to amount to \$41,180,000 when the 1954 Census of Manufactures was taken. Today the value of knitted dress production by the integrated producers is believed to tally close to \$60,000,000—still one of the smallest product segments of the knitted outerwear industry.

The figures on the unit and dollar volume of non-jersey knitted dress production do not present a wholly accurate picture of the overall market for no consideration is given in these totals to imported knitted

dresses. In the past couple of years department and specialty stores, integrated knitted dress manufacturers and even some Seventh Avenue houses, have been importing increasingly larger quantities of non-jersey knitted dresses from abroad. Italy has been the chief supplier of these dresses with France, Austria and Germany playing a lesser role in that order.

The U. S. tariff schedule does not have a separate classification for knitted dresses. However, if it is assumed that the category—"Outerwear, knit or crocheted, not embroidered, valued over \$5 per pound and consisting of articles other than sweaters"—represents in the main knitted dresses, some idea of the import volume can be obtained.

In 1959 U. S. imports under this classification amounted to 1,382,632 pounds of finished goods having a total value of \$14,009,676. If all of it is assumed to consist of knitted dresses, this would mean that last year we imported under 150,000 dozen knitted dresses or about a fifth of our domestic production of non-jersey knit costumes. It is highly questionable whether knit dress imports from all sources is that high at this time.

#### Method of Production

The \$60,000,000 production volume of non-jersey knitted dresses is currently shared by about ten firms (the names of the more prominent producers have already been indicated above). The majority of these companies operate their own knitting mills; the balance base their production on long-standing close arrangements with contract knitters equipped to

turn out knitted dresses on a volume basis.

Both the contracting and directly-owned plants vary widely in size. They range from rather modest enterprises having a few basic types of knitting machines and a limited number of sewing and other fabricating equipment to huge multi-storied plants like that, for example, of Lofties Knitting Mills, in Brooklyn. This huge enterprise is equipped with almost every variety of knitting and sewing machine plus dyeing and mill washing equipment.

The non-jersey knitted dresses are turned out on a variety of knitting machines. A good portion of the garments are produced on V-bed flat and flat-bed links machines. The volume items, however, are knitted either on transfer rib, jersey or purl sweater-strip machines adapted to produce a longer garment-tube or on specialized types of jersey and rib yardgoods machines.

The latter type of machine is beginning to play an increasingly important role in non-jersey knitted dress manufacture due largely to the enthusiastic acceptance which so-called double-jersey knitted dresses from Italy are meeting in this country. Despite the name, double jersey knit garments are not produced on machines with a single set of needles but on cylinder and dial machines fitted with pattern wheels and other needle-selecting devices for fancy design and jacquard-type work.

Because of the limited availability of U. S.-made machines of this variety, the new Seventh Avenue houses as well as the veteran integrated knitted dress producers are filling their need for such equipment by importing the required machinery from abroad. U. S. agents of such foreign circular fancy pattern rib machinery builders as Terrot, Morat, Fouquet, Dubied and Waga, are reportedly doing a land office business selling these units to knitted dress manufacturers already in the business or planning to go into it as well as to weavers setting up straight knitted yardgoods operations. The Butte Knitting Mills in Spartanburg, S. C., the Jonathan

(Continued on Page 7)



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Logan knitted dress affiliate is said to be equipped only with foreign rib yardgoods machines.

The interest of knitted dress producers in fancy rib yardgoods equipment has, of course, spurred U. S. builders of dress and suiting fabric knitting machines to step up their development programs on fancy rib tubular cloth machinery.

#### U. S. Equipment

Right now in the fancy rib yardgoods area the integrated makers have their choice in the domestic machinery category of several Scott & Williams' models—the PR 19, STWY-W, and the company's fancy interlock yardgoods machine. From Supreme Knitting Machine

Company, the other major U. S. producers of fancy knit yardgoods equipment, the choice is limited to the company's recently perfected Model IRW/2.

In their production of knitted dresses of the non-jersey class, the integrated makers utilize virtually the whole gamut of natural and synthetic fibers. In the earliest days of the knitted dress vogue, wool was the sole raw material. Today wool is coming back in favor for knitted dresses and is being widely used by virtually all the knitters. However, the protein fiber is sharing the field today with other natural and especially synthetic fibers, such as Orlon and Acrilan. The integrated makers

also do a good deal of experimentation with new fibers and with mixtures of natural and man-made fibers.

#### Other Problems

It would be impossible within the limits of this article to spell in detail the problems faced by a Seventh Avenue firm in setting up a knitted dress operation. Even for a manufacturer accustomed to working with knitted fabrics such an expansion would be a headache. For a Seventh Avenue manufacturer completely unfamiliar with the properties and vagaries of knit cloth behavior in cutting and sewing, the job could be nerve-racking — and costly. Aside from the fact that cutting and

sewing knitted fabric presents an entirely different set of problems from handling woven goods, the Seventh Avenue cutter comes face to face with many other new problems which he never before met such as yield, fabric shrinkage (relaxation shrinkage and, in the case of all-wool garments, felting shrinkage), edge curl, mallowing and looping. The difficulties involved in the knitting phase of the operation are of an entirely different order. They revolve around problems associated with yarn purchasing and storage, operation and maintenance of complicated pieces of knitting machinery and personnel to control production operations and oversee quality control.

### Knitting Techniques

## Production Of Fashioned Sleeves On V-Bed Flat Machines

By J. B. LANCASHIRE  
Chartered Textile Technologist

ALTHOUGH a comprehensive survey of methods of shaping sleeves on V-bed flat equipment would include full-fashioning operations involving the transference of needle loops, chief interest at the present time is focused on the technique of widening without transference of loops. As the sleeves are being knitted in the direction from cuff to armhole, at the extremities of the knitting width extra needles are put into action at predetermined intervals. To offset the advantages associated with wale-fashioning, widening can be done in this way without loss of output, while effecting an equal saving of yarn.

#### Five Builders

There are at least five European machine builders that offer V-type widening machines and all these machines embody a common feature in that they incorporate means for lifting selvedge needles individually. When a needle is put into action it is the first to receive yarn at the course at which it starts to knit. Widening can take place on one side independently of the other and, subject to the condition that the cam carriage is situated on the side on which non-knitting needles are introduced, the frequency of widening can be varied at will. The maximum frequency of fashioning 1 x 1 rib fabric, when it is knitted in double system, is one rib wale and one plain wale on each side every four courses. Although this frequency can be doubled

by knitting in single system, the adoption of this expedient is seldom found to be necessary in actual practice.

If and when circumstances permit, it is recommended that the widening needles should be put into action in order: (a) front right, (b) back left, (c) back right, (d) front left. This sequence produces the best selvages and when knitting in double system widens the fabric at the rate of one wale front and back on each side every eight courses.

#### Lifting Needles

The loop structure of widening effected in this way at one selvedge of 1 x 1 rib fabric is depicted in the accompanying diagram, it being assumed that the same end of yarn is supplied with the leading system of cams in both directions of knitting.

The mechanical means employed for lifting needles into action may take the form of a finger situated below the needlebed or of a picker incorporated in the cam system. There are four fingers or pickers, as the case may be, and after anyone

of them has lifted a needle, which is done through the medium of the security spring, it is kept out of action until it is required to lift the next needle. On Dubied and Stoll machines the widening actions are controlled by the punching of holes in pasteboard cards and on Universal machines by studs on a control chain.

The normal sleeve length comprises a draw-thread welt, 2 x 2 rib cuff and 1 x 1 rib wale-widened arm piece. Dubied widening machines produce this sleeve length by using low butt needles in every third trick in both beds and needles with medium butts in all other tricks within the cuff width. Beyond these limits there are needles with high butts, thus enabling the garment lengths to be produced in string formation, the shoulder end of one sleeve being followed by the cuff of the next.

On completion of one sleeve length a traverse movement takes place in the direction from left to right without supplying yarn in the trailing system and in this system the needles that have high butts are raised to clearing height so that, when lowered by the following stitch cams, they cast off their old loops. Needles with medium butts are raised to tucking height and those with low butts remain at missing level, but both medium butt needles and low butt needles retain their

old loops at this stage. After the high butt needles have cast off their loops they are taken downwards in their tricks to out-of-action position by means of a special take-down cam.

Dubied two-head widening machines are offered in gauges ranging from 4½ to 14 needles per inch with needlebeds 60, 75, and 85 centimetres wide. A model with two 60 cm. needlebeds can produce 92 courses per head per minute under normal

(Continued on Page 9)

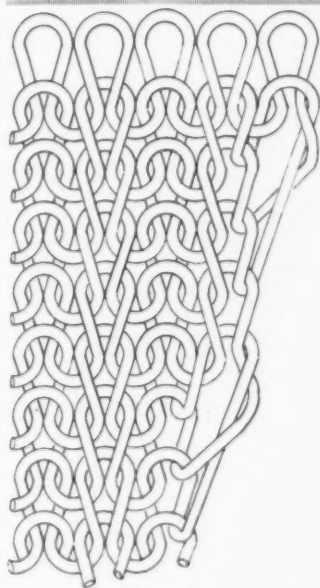


Figure 1.

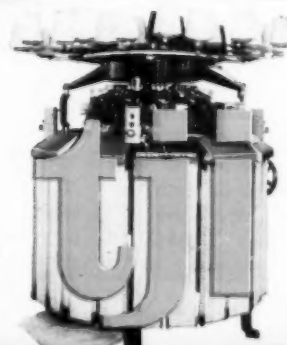




**For fabrics that are different!** From fine cuts to bulkies, the model TJI-12 offers versatility in a pattern scope that cannot be matched. Fully automatic . . . cuts from 5 to 14 N.P.I. A production machine for fabrics that sell.

### **WILDMAN JACQUARD**

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conditions and this speed can be maintained with safety when widening is taking place. A two-speed drive is fitted so that pressing off can be done at a slower and safer speed, a 25 percent reduction being recommended.

#### Stoll Method

On Stoll machines the 2 x 2 rib for the cuff is knitted on needles that have low butts and needles with medium butts are brought into action to change to 1 x 1 rib on completion of the cuff. There are also butts on the needle springs and the springs that are in the same tricks as needles with butts of medium length have high butts. In this way provision is made for lifting needles with medium butts that lie within the cuff width independently of needles that lie outside the cuff width. The needles outside the cuff width can have either medium or high butts according to requirements; by using high butts in the outer parts of the widened sections and medium butts in the inner parts it is possible to get back to the original cuff width in two stages and thus sometimes reduce the amount of cutting waste

to an even greater extent.

Stoll offers both single system and double system machines for widening, the former in a width of 80 centimetres and the latter in a width of 85 centimetres, with 10, 12 and 14 needles per inch. Running at an average speed of 72 courses per minute a 12 needle double system machine will make 60 sleeves in eight hours, with 24 courses per inch in each sleeve.

Among problems associated with widening are those concerned with yarn take-up and the positioning of carrier stops. The Universal single system HAZU widening machine is equipped with an automatic yarn carrier control mechanism by means of which the traverse movement of the carrier is automatically lengthened as the knitting width increases, the carrier stops being individually operated from the control chain through the intermediary of nylon threads.

Situated at the extremities of the Stoll double system DOFMO/Z machine are special yarn take-up devices with augmented range, the range being

wide enough to tension yarn that lies between the carrier and the end knitting needles, irrespective of the knitting width.

On the Dubied DBA model there is a modified threading arrangement embodying a two-pronged device that halves the arc of swing of the take-up when the carrier moves beyond the knitting width. Provision is also made for changing the extent of the traverse movement of a carrier according to whether the knitting width is minimum or maximum. This is done by two mechanically operated plungers which enable fixed stops to work in two different ways.

#### Variable Stroke

Yet another way of overcoming the difficulty of yarn take-up control is to employ a variable carriage stroke, the length of the traverse movements of the carriers being then self-adjusting.

Fabric of varying width can be effectively drawn off with the help of adjustable presser rollers. On Dubied widening machines, for example, there is a knurled metal roller extending right across the knitting head

and several plastic sectional rollers, each having independent screw adjustment, for controlling the grip on the fabric.

In addition to the normal ribbed sleeve having 2 x 2 cuff knitted with a 2/1 needle set-up, other kinds of shaped sleeves can also be made, including those in which a 1 x 1 rib cuff with welt is combined with an armpiece knitted in half cardigan or full cardigan. The production of plated fabrics is a possibility; striping changes can be made; and fancy features such as a band of racked rib fabric immediately above the cuff can be inserted without affecting the widening sequence.

On Stoll machines, both single system and double system types, by using extra carriers the traverse movements of which are limited by means of adjustable stops, areas can be reinforced with splicing yarn at the elbow and elsewhere as required.

Provision is made for the automatic alteration of stitch length during the knitting of the sleeves, each stitch cam being mechanically movable into four different pre-set positions.

### Fabric Finishing

## New Drying Machine Handles Knit Cloth In Tubular Form

A NEW drying machine for finishing-drying tubular knitted yardgoods has been developed by the West German firm of Elektro Stahlbau in Munchen, Putzbrunn, Germany. The designer of the new drying unit has been able to couple high output with the elimination of a number of objectionable features connected with the drying of knitted fabrics by methods involving hanging the cloth in a drying chamber.

In this latter method moisture collects in the loops at the bottom of the fabric as it hangs down, causing undesirable tensioning of the fabric which interferes with the relaxation shrinkage.

The new machine consists of a vertical drying channel (see diagram), below which is arranged a sliding platform. There are always two containers on the platform one holding damp fabric, and the other with cloth in the process of drying.

The fabric, as it comes from the centrifuge, is loaded into the empty damp fabric container. As drying proceeds, the jet tube resting upon the damp fabric container which is in the action position has to be raised and lowered again when changing

the fabric containers.

The vertical drying column consists of insulated walls, which are fitted with windows, permitting the constant inspection of the fabric as it is being dried. The fabric is taken upwards between the outer mantle of the column and the jet tube.

As soon as the fabric has left the damp fabric container, it is blown out into its tubular form by the dry air coming from the jet tube. The tension exerted upon the fabric largely by its own weight is to a great extent eliminated by the air which is blown upwards in a slantwise direction. This promotes unfettered relaxation of the fabric.

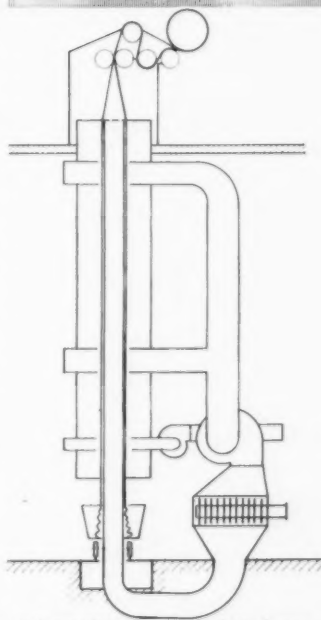
The knitted cloth is taken to the rolling head by means of a special width holder. The fabric rolling attachment can be replaced by a folding unit or a

calender. The dry air which seeps through the fabric from inside out is sucked back for re-warming by means of two ring channels arranged at two different heights along the drying column.

The drying apparatus can also be supplied as a combined drying and setting unit. This arrangement makes possible the setting of tubular fabric in its tubular form, while retaining the advantages connected with the drying of fabric in tubular form.

For setting purposes the dry air is raised to 180°-250° C. by means of an additional electric heating element with a regulating accuracy of +2 per cent. Cooling rollers ensure that the fabric, after setting and before running onto the rollers, is cooled down.

Tubular fabric which is finished on this machine leaves the dryer without creases, since the fabric during drying is blown out into its tubular form where all creases are smoothed out. An additional advantage of this type



Schematic of tubular fabric dryer.

of dryer is that there is no need to subject the fabric to a preliminary rolling operation.

**TERROT PATTERN WHEEL  
INTERLOCK (RMR).**

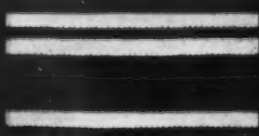
Produces raised effects,  
color Jacquard designs,  
knitted in elastic,  
double piqué and  
weave knit fabrics.



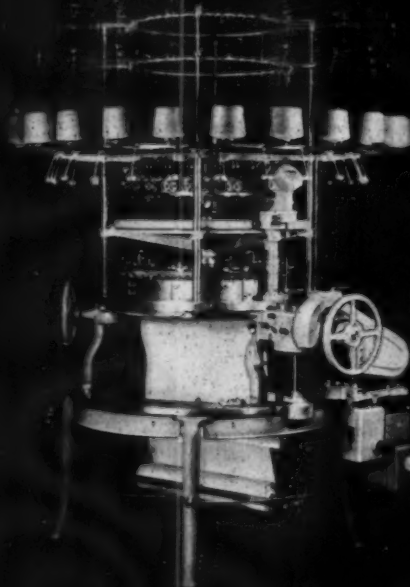
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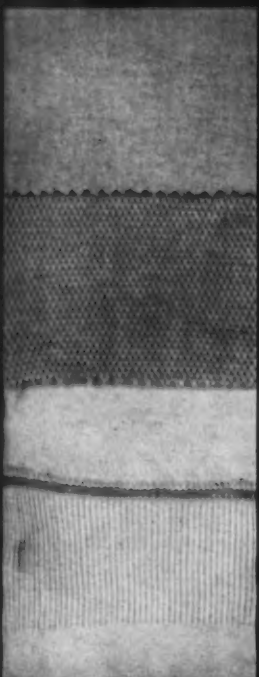


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MAY 2

Men's

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The short-  
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**Men's Cotton Knit Style Themes****Shirts Take To Striped And Richly Ribbed Variations**

The short-sleeved Continental sweater-shirt, above, is done in a solid color and relies on texture for eye appeal. The tightly knit collar and placket are offset by a lacey vertical stitch construction with the suggestion of a rib.



A boat neck and side slits pair up attractively on this horizontally striped pullover, incorporating plenty of white for a brisk fresh air. Sleeves are long, but may be easily pushed up.



The ubiquitous collar and quiet placket turn up, below, on a solid bulky ribbed knit shirt meant to offer a relaxed silhouette.



Collar, cuff and hem banding on the short-sleeved shirt, above, are in a solid hue picked up from the vertical stripes of the garment's body.



Another member of the muted stripe family is the horizontally patterned shirt, at left. Solid finely ribbed cuffs cap off the long sleeves. The collar reiterates this theme.

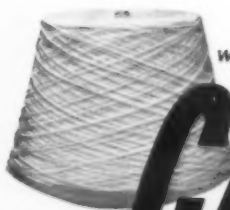


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What kind of machinery? Well, that's another story. Can't give away *all* our trade secrets, y' know . . . but we *can* tell you every piece is new and startling, offering advanced production techniques which keep Caron "out in front" in yarn quality and customer service.

All this is machinery purchased by our president, John Caron, at the International Textile Machinery Exposition in Milan last fall. More proof that Caron overlooks nothing in its drive to give you the *extra* quality you want in yarns!



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## Three Men's Sweater Firms Receive Awards From Woolknit Associates

The annual Woolknit Design Awards for creative contribution in the men's wear industry were presented by Woolknit Associates, Inc., at a fashion showing of men's and boys' fall sweaters and other knitwear on May 17 at the Hotel Plaza, New York City. Award recipients were: Alps Sportswear Manufacturing Co.; Catalina, Inc.; and Jantzen, Inc.

On hand to accept the award plaques were Herbert J. Finkelstein, president, and Sidney J. Cohen, designer, of Alps; Herbert Zell, director of marketing for the men's wear division of Jantzen; and Chuck Trowbridge, vice president in charge of men's wear for Catalina.

Sweaters featured at the Woolknit showing were generally characterized by a unique use of novel stitch constructions in unusual texture treatments and by exciting color interplays in which olives and other greens, gold and grays played an important role. The vintage tones of the grape and wine family

reflected high fashion promotional effort for fall. Heather and marl color combinations were among the most interesting.

On the whole, bulkies accounted for a considerable amount of sweater interest, backed up by medium gauge semi-bulky treatments and an occasional fine gauge number. In addition to sweaters, the showing laid emphasis on some swimwear and wool jersey travel coats.

While unusual stitch construction per se took laurels for creating eye appealing surface interest, the incorporation of two or more colored patterns underscored the importance of texture for fall. Stitch stress ran a range from popcorn, waffle, honeycomb, basket, pebble, fisherman links, open ribs to hand-turned cabling and self-diamond motifs.

Of pattern importance were checkerboards ranging from miniature box effects to king sized blocks spaced in unusual



A new leather-tabbed turtle collar appears on a semi-bulky popcorn stitch wool cardigan designed by Alps, one of this year's recipients of the annual Woolknit Design Awards.

settings. Also highlighted were Navajo- and Nordic-like patterns most striking perhaps in the brushed surface models which augmented the textured bulkies; stripes from pin narrow to bold and broad. Vertically running zig zag stripes of varying proportions, herringbone and flecked tweeds and crow's foot designs were also shown.

## Knit Mills Represented In Fall Fashion Display

PHILADELPHIA, Pa. — A number of sweater mills here will be among the firms represented in a preview of fall fashions when the Fashion Group of Philadelphia holds its Salute to Philadelphia Manufacturers luncheon on Monday, June 6 at the Bellevue Stratford Hotel.

Edgar Craig, vice president and general merchandise manager of City Stores, Inc. will be the guest speaker at the luncheon.

The fashion show following luncheon will feature fall styles by leading local men's, women's and children's wear manufacturers. Arrangements for the sportswear to be shown were made by the Knitted Outerwear Manufacturers Association, Pennsylvania District.

Among the participating knitted outerwear firms are Robert Bruce, Inc., Brentwood Sportswear, Queen Knitting Mills, Glengarry Sportswear, Glasgo Ltd., Inc., Huntington Mills, Cabana Sportswear, Eagle Sportswear, Sun Clothes, and Forrest Knitting Mills.

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Wool builds prestige because it spells quality, richness and full value received . . . customers do not have to be educated on wool qualities, are never confused . . . wool satisfies; satisfied customers mean more business.

### KNITTER

Wool has no handling problems, works through machines with ease . . . never varies in its natural quality . . . has a softness that enhances richness and texture of knitted fabrics.

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No time or money wasted in trial and error when working with wool . . . can be handled without special controls . . . runs better on machines . . . always reliable, its performance is proven.

### DYER

Wool is less costly to dye . . . dyeing is easier, doesn't require special machinery . . . easier to wind . . . takes the widest range of shades, with no color-matching difficulties.

## Men's Wear

### Shawl Collars Big Selling Features At MAC Market

BOSTON, Mass. — Shawl collars, large and small, in a great range of styles for both cardigans and pullovers, predominated in the knits in the Men's Apparel Club showing of fall and winter lines at the Parker House May 1-5.

New this year are a number of five-button vests of velvet, corduroy and other novelty fabrics which many knitting mills have incorporated in their lines in colors matching sweaters. Also noteworthy was an increase in the amount of knit plaids offered in bulky and brushed garments.

All wools constituted a sizeable portion of most presentations, but wool and mohair, lamb's wool and mohair and brushed Orlon were impressively represented.

#### Color Palette

Gold and olive led the field, colorwise, and the initial reception to new grape shades was generally said to be somewhat weak and spotty. Some representatives feel that it will be another season before these shades take hold, while others say it is too early in the season to forecast. In practically every case these shades have been used only as background for other colors such as gray and black.

Attendance was steady and buying was said to be good and for sizeable quantities for July delivery. This show, which now combines shows previously held in April and again in June, was held at the end of May last year.

Several representatives pointed out that jacquard patterns are again coming into favor, but that use of tones of green, gold, tan, white and brown gave them an entirely new look from the familiar red, white, blue and black applications of past seasons.

#### Ski Sweaters

All worsted and brushed Orlon has been used for an extensive line of Sedgewick Sportswear ski sweaters. For this sport, the company also has a novel  
(Continued on Page 17)



### Daniel R. Strauss

President  
Himalaya Knitwear Co., Inc.  
Originators of Aussie Brook  
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pullover of napped and sheared cotton and rayon in a 40-60 blend which has a fur-like pile. It comes with a body of white, olive or gold with a deep roll shawl collar, mounted on a squared off placket, in black and with vents at the side.

In 100 percent wool, Sedgewick has pullover and cardigan sets with three inch panels of novelty stitching separated by double rows of vertical ribbing. They are offered in solid shades of white, black, olive or gold. A rounded shawl collar is used on the six button cardigan which has two inset pockets.

Sedgewick also has a line of brushed worsted pullovers with modified shawl collars, in plaids of green or gold and black and also in charcoal and white. They have vented sides.

#### Interest In Red

Ed Schwartz, representing the Sedgewick line, said he found a bit more call for red again. One sweater employing a bright shade of this color and popular here is a pullover knit in a bulky lacey stitch reminiscent of light weight tennis sweaters. It boasts a pair of deep V stripes of red

and navy, on a white body. It is also available in combinations of black with white and red, gold with black and white, olive with black and white and red with black and red.

A collection of shawl collar wool pullovers, made by Allied Knitting Mills, has a trim of twisted hand tied cabling in contrasting color down either side. It comes in white, olive and gold with black and the reverse. This firm also has a line of V-neck pullovers and shawl collar cardigans with zipper front blending 50 percent lamb's wool, 25 percent mohair and 25 percent Orlon. A novelty added to the firm's pullovers this year is side pockets built into the seams.

Artur Erlich, representing Allied Knitting Mills, said there was a brisk market here for narrow, flat knit ties of silk, nylon and Dacron for wear with Continental suits. They are only about an inch and one-half wide and of double strength, but have the advantage of lying very flat. Also, as an auxiliary line, Allied Knitting Mills offers velvet and corduroy vests in matching shades.

The vest selections offered by Puritan Sportswear include one of a novelty fabric, termed Heeksuede, imported from Holland. These vests have a high V and five button trim. Puritan is also introducing a new line of "chukker" jackets or sweaters for fall. They are waistlength bulkies with shawl collars. One style, made up in a deep pile blend of 60 percent Orlon and 40 percent cotton has four brass buttons on a placket. It comes in solid shades of gold, olive, Chianti, blue, Java and black. While the body of the garment has a fur effect, ribbing is used on the cuffs and hem and on side panels.

Another of these garments, made up with a fur effect of even deeper pile, is of all brushed Orlon. It has a deep cross-over shawl collar and vented sides. The cuffs are elasticized and the garment is offered in all black or olive only.

Paul Weinrebe, representing Puritan in New England, said that a collection of Ban-Lon sweaters, offered in 12 different fabric ideas, is continuing to sell strongly for the fall season. Another popular new style here

is a two-button chukker of wool and mohair with an all over chevron stripe pattern in eight different two-color combinations.

#### Two-Color Numbers

Puritan is presenting four new two-color styles for fall in all wool, including a basket stitch pullover with a V-club collar framed V-neck. Another number has a convertible shawl collar on a chain stitch knit body in a two-color twist. A third is a long-sleeved bulky cardigan and a fourth has an overlapping boat neck with the contrasting color edging the cuffs, hem and collar.

Two other sweaters popular here are Puritan's Ciano and Goliath models. One has a shoulder shawl effect and comes in a square-patterned fabric with a two-color stripe on the collar and waist. It is offered in white and gold or dark oxford with gold, olive, java and grape in contrasting arrangements. The other is a shaker knit with a shawl collar available in various arrangements of gray, gold and olive. The front comes to a V at the hemline with a two-color

(Continued on Page 42)

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Angora, Cashmere and Rare  
Fibers — all master-crafted  
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**Ladies' Sweater Fashions From Abroad****The Well-Styled Knitted Jacket Comes Into Its Own**

KNITTED jackets are getting an emphatic nod from manufacturers on the Continent. No mere stepsisters to their woven counterparts, they are worthy companions for smart streetwear ensembles and other tailored costumes. What with American fashion interest currently awakened in the short square knit jacket a la Mme. Chanel, these cardigans are capable of hinting at the next logical style step.

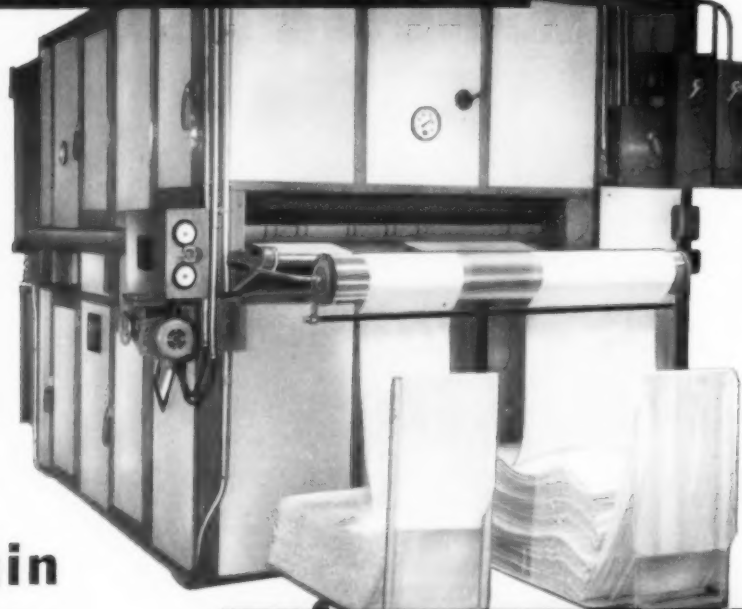
Models on this page range in length from just about hipbone to fingertip. They are, on the whole, squared off in silhouette with some heed paid to slightly flaring or barely waist nipped treatments. Surface interest is shared by tweed or other tonal effects, raised or contrasting textures and bits of contrast in the way of striping or embroidery.

Necklines do well with simple round or V-lines, are further enhanced by collars ranging from a tiny Mandarin to a broad variation.





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**Ladies' & Misses'****Sleeveless Slipons  
Featured At Show**

BOSTON, Mass. — A representative sprinkling of fall knits made an appearance among the summer lines shown for the last time this season at the compact showing of the New England Apparel Travelers Club, this month, at the Statler Hotel.

Blends of lamb's wool, fur and nylon and of mohair and wool appeared frequently in the new lines of dyed-to-match skirts and sweaters and a number of long-sleeved shawl collar pull-over sweaters.

There was also a reasonable amount of summer fill-in business and Sam Greenberg, representing the Knitmaster line, said that bookings were good for a cotton flat interlock pullover to be worn with Capri pants or shorts. These tops had boat necks, three-quarter push-up sleeves and were vented at the side. Three-tone striping, in two-inch bands, including saffron, blue and stone mist; red, black and saffron and also gold, green and moroccan were used for wear with Capri pants available in solid shades of black, red, green, brass, teal and navy. This firm also had a number of cotton print tops, with V cross-over neck, in kaleidoscopic arrangements of blues, greens and browns.

**Scoop Necklines**

Sleeveless slipons with both mock turtle and scoop necklines were also selling well for summer wear, according to Sam Weiner, of Tee-Tops, Ltd. These were offered in a variety of solid shades of basic colors and pastels. Weiner also represents French Knitwear and displayed a line of dyed-to-match sweaters and skirts and suits by that company for fall wear.

A number of these selections, of Orlon and wool, used a variety of fabric patterns on eight button cardigans. One version had an eyelet panel extending diagonally from the collar to a position under the arm and down the side. This sweater was of waist length and had a deep crew type collar. A diamond stitch pattern was used on a three-quarter sleeve cardigan, with a squared off modified col-

lar, offered in black, white, pink, blue, maize, mint, navy, lilac, apricot, bone beige and light gray heather. The all-over diamond pattern was set off by one inch panels of ribbing. For wear with striped or solid tops, French Knitwear offered a selection of fresco knit skirts, with a one button and zipper fasten, in blue, green and putty tones.

A blend of 82 percent mohair with 18 percent Australian wool has been used by Fairfield Knitwear for a collection of long sleeve pullovers knit in the links and links stitching. One style had a turned down V collar with an inch and one-half trim of grape, bramble or bay leaf on a basic tone of honey gold. Another, knit in a raised pebble stitch, available for sizes 34 to 40, had a shawl collar extending into a six-inch ribbed placket. This was offered in solid shades of gold, brown, green and grape. This same squared off placket pattern was used on a 100 percent wool sweater of white which was designed with a shawl collar extending into a hood. The fabric pattern consisted of a criss-cross or lattice all-over figure worked in green. Color was also used on a two and one-half inch hem and on the cuffs of this sweater and other combinations were bramble brown, topaz or grape on natural.

For summer, Murray Katz, representing Fairfield, said, that a sleeveless slip-on of Helanca, edged with nylon embroidery at the neck and arm openings, was selling well here. This was decorated with quarter inch horizontal striping with purple, maize, light blue, clay, lilac beige, red or navy with white.

Oscar Mulsky, of Euclid Sportswear, said that early bookings augured well for the Dotty Mann line of waist length cardigans. These Orlon jackets offered considerable novelty in both style and fabric pattern. These have notched lapel collars and a trim of four matching buttons plus two set close on the hem line. Decoration consisted of panels of multi-colored vertical rick-racking of green, black and white separated by three-quarter inch stripes of white and two-inch stripes of lilac. Other combinations included tones of orchid, coral and aqua; coral, white, aqua and black, and also aqua, white and black.

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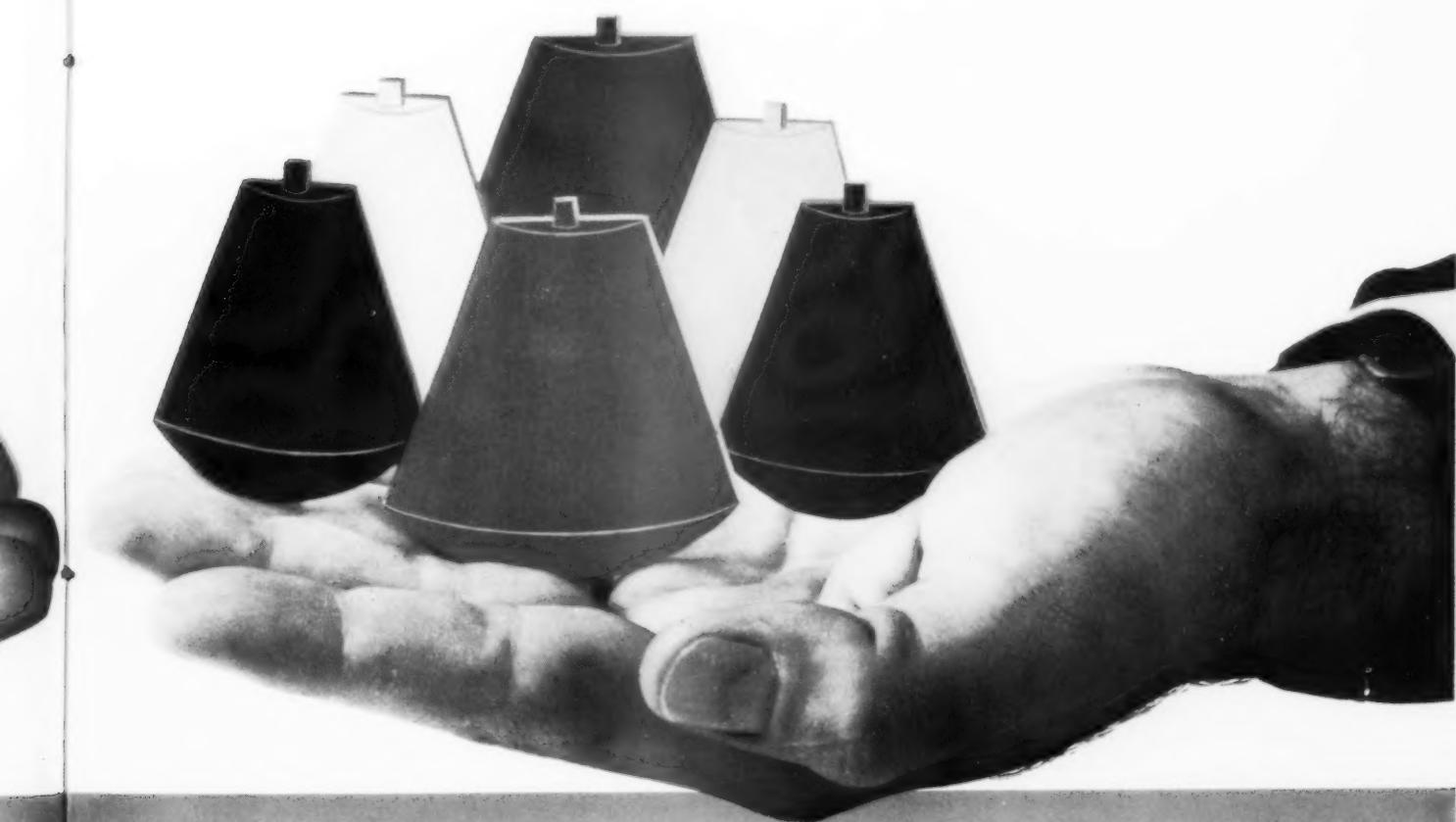
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**Ladies' And Misses'****Darlene Stresses Surface Interest In Fall Sweaters**

Brushed, bulky and fine gauge dressmakers are points of style interest in the fall feminine collection produced by Darlene Knitwear Co. The line is basically made up in the fur blends, Minklam and Minklander; Orlon and Orlon Cantreec; and an angora blend incorporating lamb's wool and nylon. Mohair is introduced for a frosted effect.

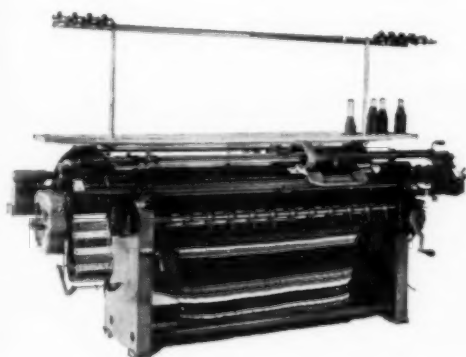
On the whole, important colors are red, spruce green, gold mist, Oriental blue and dahlia purple. However, an Irish fisherman knit treatment, for example, is featured in natural plus such colors as red, skipper, navy, black and white.

There is a considerable amount of novelty introduced in fine gauge sweaters and in extremely heavy seven-ply Minklander bulkies through the use of interesting stitch construction which contrasts effectively with the body of the garment.

(Continued on Page 27)



Representing three moods set in the Darlene fall collection are: an angora blend dressmaker with quite a hairy surface; a fine-gauge Melospun Orlon cardigan with delicate raised stitch novelty; and a Minklander fur blend pullover of bulky proportions



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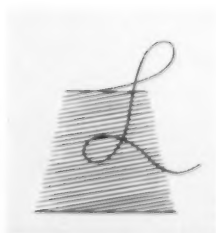
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The fine gauge models are dramatized by subtle, more or less delicate stitch effects which are likely to trim collars, plackets or sleeves, perhaps create panels or bib detailing. Such stitches as chevron, linear zig zag and rib are used.

In the bulkies, cabling provides sculptured texture interest. A crew neck pullover and its cardigan counterpart are vertically decorated by four cables at front with the theme reiterated on the sleeves. Cables also provide raglan sleeve definition on a number with roll-down stand-away collar. The collared cardigan knit in the Irish fisherman manner alternates undulating and ribbed raised stitching.

The three-quarter sleeve is the predominant length throughout the collection. Raglan shoulder sloping is far from neglected. However, styles are just as likely to be softly feminine as of crisp man-tailored influenced. Scoops, soft roll or cowl collars and draping suggest an air of softness. Pompons, ties and bows enhance this feeling.

In addition there are small



Round-necked feminine slipovers from the Continent are carried out in three distinctly different moods. The sporty number, at left, is horizontally striped in a raised wavy self-stitch. Above, contrast banding decorates both a tweedy two-tone tailored slipover and solid model with novel raised self-stitching at sleeves and hem.

collars, a multitude of tab and neck numbers with ribbed neckline and hem.

One of the most outstanding single items in the fall range is a square wool jacket in a fairly flat construction with button front closing and a pair of pockets. The frosted treatments

are representative of the masculine inspiration in the collection, which includes a couple of fur blend polo shirts. Two numbers in this mood are a sweater-shirt and long-sleeved boat neck slipover. Showing a combined sissy shirt and Western influence is the conversation

piece of the collection, a "Wyatt Earp" sweater-shirt complete with little black tie and a sextet of novelty stitch rows running vertically.

Placket effects rely on buttons of petite or more robust size for decor, V-necklines with and without collars and shawl collars.

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**Ladies' And Misses'****Fall Knitwear Draws Response At Spotty Midwest Fill-In Market**

By FLORENCE MARIE TAYLOR

INDIANAPOLIS, Ind.— Buying of knitwear was reported to be spotty at the summer and early fall women's, misses' and children's market held at the Claypool Hotel, April 20-21. This is an "in-between" season market and mostly fill-ins are purchased. The weather too, was felt to be at fault. Jack Cohen, president, pointed out that this area has had only a week of warm weather following the rain on the second day of the show, he said. "Had there been at least two previous weeks of good weather, more enthusiasm would have been shown by retailers."

Not all salesmen had their fall lines available. For those who did, business was more active. Some salesmen said retailers came in to see what was new and would place orders in May.

Victor E. Wyler, of Regal Knitwear Co., Inc., stated that girls' Helanca tank suits in sizes seven to 14 were the best re-

order numbers. They come in seven colors with black, royal blue and the new shade, gold, predominating. A feminine navy Lastex suit with white Arnel pleated skirt was popular. This also was good in black and white.

**Highlight Heathers**

Fall lines of girls' sweaters highlighted a lot of heather colors in stone blue, stone green and autumn gold to blend with skirts.

Charles Herman of Weber Knit Sportswear, Inc., said that French angora is big in ladies' sweaters. Emphasis has been placed on novelties. Novel stripes are especially good.

In patterned bulkies, there are new treatments of checker boards, hairline, wide ombre panel and bold contrast color stripes. Bulkies are longer, about 23 inches. One number is still longer, 24-25 inches, in a tweed-mixture wool knit tunic sweater with a narrow self-tie belt.

A handsome gray and white hairline striped sweater has a cowl neck with inner cuff of solid white. The firm's showing also included a wool tunic in black and gray with multi-color tweed nubs and a self-tie belt.

A white bulky Orlon pullover in a two-tone shell stitch is offered with a cowl neck. Marl coloring marks a brushed Orlon pullover with a cup-and-saucer neck. Outstanding is a white to dark gray ombre brushed Orlon pullover highlighted by a wide collar.

Fashion colors are slate blue, moss green, egg yellow and brick. In Shaglands, the best selling colors are dark brownish red, purple and dark shades of stone green. Sparkling bright shades shown are watermelon, cherry mousse and spearmint.

**Bulkies Important**

G. C. Brown of Central Knitwear Corp. reported that bulky knits predominate in ladies' sweaters and that fur blends and brushed Orlons also are going to be very strong. He said he never had as many bulkies in his line as he has for fall.

In fur blends the heather colors of charcoal, lighter gray

and tan are favored.

The firm features novelty knit bulkies in attractive color combinations such as gold, willow green or sapphire blue and white. One green pullover is in a cable stitch with a white horizontal chain pattern. Stripes are also being endorsed. Solids in blacks, white and cloud blue are selling well. Some solids feature a gay touch of white trim on the collar.

**Creslan Dresses**

Amp Knit Dresses offers an exciting white sheath in Creslan which is expected to be a big seller. All of the firm's styles will come in the new fiber which is washable. The dresses will retail at \$29.25. At present they come in pastels of mango, lemon, white, arbor green and black.

The firm keynotes one-piece dresses. One sheath has a jewel neck with one button in front and set-in three-quarter length sleeves. A beautiful green sheath is ribbed from its semi-scoop neck to the hemline and has a rib trim on the plain sleeves. Still another sheath in yellow has faggoting across the top at the neck and a two-button trim.

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Vol. 25 MONDAY, JUNE 10, 1957 No. 24

### Annual Woolknit Fashion Showing Set For Thurs.

Reservations for the 13th annual fashion show held by the Woolknit Associates, Inc. have been solidly booked by retail buyers throughout the United States, it was announced by John Carson, president.

Winners of the 1957 Woolknit Design Award, chosen on the basis of a buyers' poll, will be announced following the banquet. The affair will be held Thursday evening in the Hotel Pierre Grand Ballroom and the banquet is expected to include sportswear department merchandise managers, buyers, retail buying office representatives and the fashion press.

"We will also have a good group from wool trades in Boston and Philadelphia," Mr. Carson said.

No ready-to-wear knitters and designers will be admitted to the showing.

A 60-page Woolknit Annual for 1957, the largest yet, will be distributed at the show, at which special emphasis is to be placed on fashions in wool jersey by Wayne, LeBaron, Kobe and Atlantic. A group of "designer" fashions from leaders in the market will be included.

The show will be staged in five acts, carrying knitted wool apparel from lounging and lounging through swimwear. Nancy Craig will commentate the show for the sixth consecutive year, while the stage sets are being designed by Robertson & Dinnick.

Four cold water showers—  
(Continued on Page 27)

### FEATURES IN THIS ISSUE

London-Pennock North: From Being Ignored to Being Billings And Mopping Procedures Can Be Speeded Up—  
League Conference System Is Favored—New Plans—  
Massive Handling At East Knit Mills—New Warehouse—  
Locate Anti-Nose Finishes For Knitwear—  
New Day Plant Set Up In Cleveland Area

### Bulky Knits Soar Into Leading Place At Metropolitan Juvenile Style Mart

By DORIS KANTOROFF

The bulky knit sweater, of cotton or wool, in cardigan or shirter, emerges as a much loaded and featured item in the array of sweaters and other knitwear at the 1957 back-to-school showing of the Metropolitan Juvenile Style Mart, Inc. The exhibit, which will run until June 12, occupies five floors of the New York Trade Show Building and includes a wide display by knitwear manufacturers. Early in the showing representatives were already able to report action in such items as novelty bulkiess—generally and generously stocked with fanciful stitches for a raised textured effect and highlighted in white—leather toned cardigans and slippers simulating the Shetland look, and modified filament texture yarn classics, either Ban-Lon or Tycora.

A decided emphasis was being placed on bright new high shades for coordinated classroom wear with shirts, with a soft camel or maple, varying blues and greens lovely for girls and teens and appearing consistently.

A new ride in knitted headgear is the head-covering, he it lined or clip-on, which flares out in cover neck, and perhaps—  
(Continued on Page 33)

### Sweaters Star In Father's Day Gift Buying

Sweaters are playing an important role in Father's Day gift selling in department and men's wear stores, a survey indicated.

In featuring sweaters for Father's Day, most retailers are concentrating on lower price lines which are within the scope of the average Father's Day gift budget. Sweaters priced up to \$5.95 are reported doing well, although some business also is being done up to the \$10 level.

Orlon is reported to be one of the top knits in sweaters for Father's Day merchandising. Retailers are getting action in Orlon pullovers at the \$5.95 level and in Orlon sleeveless styles at \$3.95.

### Favored Shades

Among most popular colors are blue, red, beige, charcoal and light gray. The sweaters are being featured as Father's Day gifts in newspaper ads, window and interior displays, direct mail papers and on TV spots.

After the impetus of Father's Day business, men's sweater retailers anticipate that selling will go into something of a seasonal decline during July and August. It is difficult to maintain sweater volume during hot weather, they point out, although some promotional effort will be focused on men's lightweight sweaters for cool summer evenings and summer vacations at camps and cottages on the water.

Men's sweater retailers said their business during the first—  
(Continued on Page 49)

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## Trade Education

### Award Diplomas For PEKOMA Course

PHILADELPHIA, Pa. — Graduates of the eight-week course in creative thinking sponsored by the Knitted Outerwear Manufacturers Association, Pennsylvania District at the Philadelphia Textile Institute, were presented with diplomas by Dr. Bertrand Haywood, PTI president.

Also in attendance at the graduation ceremonies were Dr. Edward B. Shils, PEKOMA executive secretary; Dr. Kilton Stewart, course instructor; and Angelo Sabatini, PEKOMA instructor at Dobbins Vocational School.

The eight-session program, which began on March 2, covered such topics as the forces of creative thinking, business decision making versus personal decision making, leadership and self-mastery, psychoanalyzing the business personality, brainstorming and dealing with competitors and subordinates.

Graduates of the course are: Aaron Frank, Na-Lor Manufac-



Members of Creative Thinking class pose for their graduation picture following presentation of certificates by Dr. Bertrand Haywood, PTI president.

turing Co.; Charles Zanger, Devonshire Knitting Mills; Richard Magill, Philtex Manufacturing Co.; Harold L. Neuman, Robert Bruce, Inc.; Joseph Specker; Samuel Bernstein, Infanta Knitting Mills; Martin Orliner and Bernard Bergman, Bergman Knitting Mills; Max Forman, Devon Knitwear Co.; Irwin Shapiro, Summit Manufacturing Co.; and Benjamin Greber, Glasgo Limited, Inc.

Also: Nathaniel Neuman, Progressive Knitting Mills; Joseph Schwartz and Jerry Melamed, Knit Goods Workers Union; Irv Rosenbluth, Clearfield Mills; Morris Soowal, Jac-

quard Knitting Mills; Charles Steiger, Dorco Knitting Mills; Aaron Maimin, David Maimin & Co.; Abe H. Liebster, M & M Knitting Mills; David and Leonard Rosenblatt, Highland Knitting Mills; Jay Lipsey, Robert Lipsey and Morris Ornberg, Jay Co.; Walter Duglin, Walter Duglin Co.; and Eugene Greenbarg, Wilshire Knitting Mills.

## Obituary

### S. Friedman, Scot-Mates

Funeral services were held on May 15 for Sam Friedman, co-founder of Scot-Mates Sportswear, Ltd.

## Equipment Firms

### Textile Machine Expects 46% Increase In Sales

READING, Pa. — Textile Machine Works, here, has forecast a 46 percent increase in sales for the next 12 months.

Louis R. Thun, board chairman, made the announcement as the firm celebrated the completion of its first five-year diversification program, which has seen the shift in production emphasis from full-fashioned hosiery machines to a diversified metal products designer and fabricator.

Thun pointed to the fact that prior to the diversification program which began five years ago, the firm relied on full-fashioned hosiery machines for about 85 percent of sales. Due to the transition from full-fashioned hosiery machine production to metal products design and fabrication, the firm now realizes less than 15 percent of total business from full-fashioned hosiery machines.

He added that the firm's shift in production emphasis has resulted in a tripling of the firm's backlog of orders.

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**Infants' & Children's****Brown - Durrell  
Purchased By  
Electronics Firm**

CAMBRIDGE, Mass. — The sale of Brown Durrell Company, 88 year old knit goods wholesale house to Hermes, Inc., manufacturer of components for the electronics industry, was approved at a meeting of the stockholders on May 17. The famed New England firm is to become a wholly owned subsidiary of its former tenant. The sale price was not disclosed.

Theodore F. Koch, Brown Durrell president, said that no changes in the firm's expansion plans or in management were contemplated. The building constructed in 1947 on Cambridge Parkway in Cambridge and believed to be valued somewhere in the neighborhood of \$1 million and in which the purchasing firm has occupied space, is involved in the deal.

**Another Merger**

It is rumored in financial circles that Hermes, Inc., noted principally as manufacturer of filters used in the electronic industry, has itself been sold to Itek, Inc., another prominent electronic firm in this area. It is understood that the electronic firm's interest in the apparel industry is part of a program to diversify its interests.

Brown Durrell company was founded by Oliver H. Durrell, Thomas B. Fitzpatrick and Joseph A. Brown, in December, 1872, a month after a great Boston fire wiped out the city's entire wholesale district. The first store was a hall room in a converted dwelling in Chauncy street and the company specialized in gloves, hosiery, underwear, ribbons, laces, millinery goods and small wares.

**Own Building**

In the following years the young firm moved from site to site on Summer Street and added such items as sewed and woven corsets, worsted embroideries and introduced a line of Scotch yarns. In 1889, the firm moved into the first building of its own at 104 Kingston Street, a six story structure where it remained for more than fifty years until it built the present modern-

istic quarters, encompassing 100,000 square feet, in the tan and brown stone building at 75 Cambridge Parkway along the Charles river.

**Knitwear Buying  
Sparks Market**

BIRMINGHAM, Ala. — Brisk buying centering on knitwear featured the Southern Mart of Infants' and Children's Wear of Birmingham, Inc., held May 8-10, at the Tutwiler Hotel.

Registration was up 25 percent over last year's show, with buying volume up approximately 20 percent. Merchants placed confirmation orders earlier than last year, for fear manufacturers will not have sufficient time in which to prepare adequate stock for July deliveries of infants and children's wear, it was stated.

Emphasis on style and color marked the knitwear exhibited. Jesse Rolnick, president of the Mart and exhibiting for Donmoor-Isaacson, Inc., manufacturers of boys knit shirts, sweaters and ski pajamas, found best response to Orlon and wool sweaters, featuring shawl collars with the new high-V-necks, at \$4.98 through \$10.

Knit hats registered strongly with exhibitor Louis Leibowitz, showing for Schwartz & Lieberman, Inc., Clip knit hats created heaviest traffic. Also scoring were knit hood-scarf hats.

Cardigans in plain and brushed Orlon were excellent with Nina Brady, showing for Blue Bird Knitwear Co., Inc. Hooded cardigans, at \$5.98 created interest.

Walter West, exhibiting for Huntingdon Mills Inc., found retailers buying boys' sweaters for sale to girls, since wearing of these has become a fad here in the South. Brushed wool slipovers featuring shawl collars were popular. Jacquard knit cardigans in Orlon, were also favored.

Sweater dresses, sizes 3-to-6X, and 8 to 10, featuring brushed Orlon sweaters, found ready response from buyers seeking them, according to Erwin Rosenberg, exhibiting for Millbrook Mfg. Corp.

An optimistic spirit pervaded the hundreds of merchants in at-

(Continued on Page 37)

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tendance at the Dixie Children's Show, held at the Molton Hotel, May 8-10, with buying in depth, and far ahead prevalent.

The Lakes, Virginia and Carl, who head the show and represent Scout-Tex found buyers clamoring for girls' knit coordinated pants and shirts sets, in golds, browns and greens. Cardigans also found satisfactory response, and three-piece knit sets, consisting of slacks, topper and blouse drew heavy response.

High-bulk Orlon sweaters registered strongly with Jess R. Hunt, of Skyline Sportswear Co., Philadelphia. Best were shawl-collared sweaters for boys in orange, gold, gray, and olive.

### Yarn Suppliers

#### Bancroft Organizes Servicing Subsidiary

Formation of a company to service the various licensing programs of Joseph Bancroft & Sons Co., Wilmington, Delaware, was announced.

The new organization, incorporated under the name Joseph Bancroft & Sons of New York,

Inc., will be located at 1430 Broadway. It will be concerned with service work for Bancroft's world-wide Everglaze and Ban-Lon trademark and licensing activities.

At a recent meeting of stockholders, a board of directors was named which includes W. Ralph MacIntyre, president of Joseph Bancroft & Sons Co., Wilmington, Dr. Arnold L. Lippert, William R. MacIntyre, Jr., Alfred R. Valentine, and J. Gorman Walsh.

Officers elected by the board for terms of one year each, are: W. Ralph MacIntyre, chairman of the board; Arnold L. Lippert, president; Lee W. Rainard, vice president; Lola Martin Costigan, vice president; and Alfred R. Valentine, secretary and treasurer.

#### Hand Knitting Yarns Of Orlon Sayelle Introduced

Hand-knitting yarns in Du Pont's new Orlon Sayelle acrylic fiber will be introduced for sale next fall.

Among the first yarn jobbers to include the new yarn are Emile Bernat, Bernhard Ullman and Spinnerin.

### Knit Yardgoods

#### Name Winners Of Allen Contest

Winners of the fashion design contest sponsored by Allen Knitting Mills, Inc. in cooperation with the Traphagen School of Fashion, were announced by Harry F. Goldman, Allen president.

First prize in the women's and children's division was awarded to Diana Weiss who designed a sheath Acrilan jersey casual in bone beige. A shaped fold of a collar finishes the scooped neckline which is filled in with a yoke of brown, beige and bitter-sweet striped jersey. The sleeves, patch pocket and soft belt are also striped. Second prize in this division went to Sheila Hirtle. The third prize was awarded to Celeste Esper.

First prize in the men's and boys' division went to Sylvia Thomas whose sport shirt design of Acrilan jersey combines a solid green yoke and sleeves with a two-tone green stripe for collar, band and body, with a solid green patch pocket added. Second prize was awarded to Amastasia Mastronikits and

third prize to Terry Lin.

A total of 20 prizes were awarded by Allen Knitting Mills, Inc. in each category of the contest. First prize winners each receive \$100.

### Labor Relations

#### Phila. Knitgoods Union Lists Contract Demands

PHILADELPHIA, Pa. — A general wage increase in an amount not yet specified, a higher minimum wage than the present \$1.15 and better minimum wage scales for knitters, cutters, spreaders and other skills are among the demands reportedly being made by the union in contract re-negotiation meetings between Local 190, Knit Goods Union and the Knitted Outerwear Manufacturers Association Pennsylvania District.

The current contract expires June 30. It covers 9,000 workers in 60 mills.

Such other increased benefits as longer vacations, extra time off for holidays falling in a vacation period, establishment of a severance pay fund and insertion of the union label in all garments are also to be asked by the union.



There's so much that's new in the knitting field these days that it's understandable that you might be plagued with technical problems concerning dyeing, colors, "handle," etc.

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Today's most popular and versatile Jacquard Border machine for multi-colored trimmings. Pattern possibilities in tubular; 1:1; 2:2; cardigan and half cardigan; double Jacquard; and roll-welt. 3 yarn slide bars and 6 yarn carriers. 16" width. Gauges 7 thru 14.

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Hand flat knitting machine, type "Industry". High and low butt needles; 4 yarn slide bars; striping attachment for 4 colors; mechanical 2:2 attachment, which can also knit 1:1 stitch and tuck in same row. On request, plush and plating attachments. 40" and 48" width. Gauges 2½ to 14.

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### Mill News

#### Albert Goldstein Retires As President Of Penlyn

PHILADELPHIA, Pa.—Albert H. Goldstein, founder and president of Penlyn Knitting Mills, 424 N. 13th Street, here, has retired from the firm after 43 years in the knitwear industry. He was honored at a reception by members of the firm and employees on April 28.

The business will continue under the supervision of Woodrow P. Bond as president and Larry Borofsky, Mr. Goldstein's son-in-law, as secretary.

#### Jantzen To Occupy New Plant Addition In Early '61

PORTLAND, Ore. — Occupancy of its new Portland addition is planned for early 1961 by Jantzen, Inc. The \$500,000 two-story building will adjoin the present executive and general offices at N. E. 19th and Sandy Boulevard here, and will be used primarily for additional administrative offices. It will have a total floor space of 22,000 square feet, with a basement parking area.

The building will be of curtain wall construction, utilizing stone, marble, glass and aluminum for the exterior. A pylon carrying the Jantzen diving girl trademark in relief will enclose three stairways. An unusual highlight will be an indoor swimming pool to be used for testing of new styles and constructions.

The architect is Richard Sundeleaf, AIA, Portland. Construction is well underway.

#### Munsingwear Using Merchandising Device

MINNEAPOLIS, Minn. — What started as an embryo idea with Clyde Peterson, advertising manager of the men's division of Munsingwear, Inc., and Morgan Aldrich, head of the men's division, has developed into a merchandising gimmick that today is known from coast to coast.

A hard candy swirl mint is enclosed in a cellophane wrapper bearing the maroon and gold Munsingwear colors on which is imprinted "Make a Mint With Munsingwear." The wrapper has Munsingwear's penguin symbol in the center.

Each of the firm's salesmen has been provided with a car-



Albert H. Goldstein, retiring Penlyn president, is flanked on the left by Larry Borofsky and on the right by Woodrow P. Bond, the company's new president.

ton of the mints, and the salesmen use them as an identification wherever they are. The candies have been very much in evidence at market week showrooms. Now even store personnel are asking for their mint, the company says.

#### Binghamton Knitting Co. Awarded Safety Plaque

BINGHAMTON, N. Y.—Binghamton Knitting Company, Inc. was the recipient of the 10-year safety plaque by Associated Industries of New York, Inc. for completion of 10 successive years with no lost-time accidents.

In the last 23 years the company had only one lost-time accident and this was by a part time employee, according to E. W. Hardler.

#### Klorman Visiting Europe

A. Klorman of Rutland Knitting Mills, Brooklyn, and Mrs. Klorman left on May 17 for a tour of Europe and Israel. They will visit knitting mills in France, England, Italy and Israel.

#### Textile Machinery Show (Continued from Page 1)

dyeing and finishing equipment. Admission to the show is by ticket which can be obtained by registering at the door.

Among the exhibits that will be shown for the first time will be new foreign and domestic machinery for producing machine knitting yarns.



## Miernyk To Discuss Outlook For Textiles

Danger signs in the textile industry, such as rising inventories and other economic factors influencing the short term outlook and long range industry trends, will be analyzed by Professor William H. Miernyk at "A Look at the 1960's" seminar sponsored by Werner Textile Consultants, New York, on the occasion of the American Textile Machinery Exhibition-International in Atlantic City. He will discuss new findings of research studies and will assess the likely growth and direction of expansion, the employment picture and other pertinent aspects of the industry.

Dr. Miernyk is Professor of Economics and Director, Bureau of Business and Economic Research, Northeastern University, and served as staff director of the Senate subcommittee in the 85th Congress to investigate problems of the domestic textile industry.

The seminar, which has been approved by the American Textile Machinery Association, will be held at the Shelburne Hotel, Atlantic City, during the morn-

ing of Wednesday, May 25, followed by a luncheon.

In addition to Dr. Miernyk, a panel of nationally prominent leaders in their respective fields will discuss financial, technological and marketing developments and implications for the textile industry in the years to come.

The speakers include Walter A. Kelly, president, Commercial Factors Corporation; Frank Leslie, vice president of Burlington Industries, Inc.; C. W. Bendigo, director of marketing, Werner Textile Consultants, and Walter Regnery, vice president, Joanna Cotton Mills.

## Cyanamid Names Smith To Merchandising Post

Robert F. Smith has been appointed a merchandising representative for women's, children's and infants' wear by the fibers division of American Cyanamid Company, it was announced by George P. Vescio, manager of apparel merchandising for the division.

In his new post, Mr. Smith reports to Walter J. Bartlett, manager of women's, children's and infants' merchandising.

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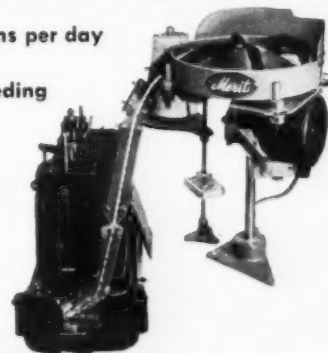
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### Dyers & Dyestuffs

#### Agawam Acquires Putnam Dye Works

LAWRENCE, Mass. — Gerald F. Quigley, president of Agawam Dye Works, Inc., here and Francis J. Coleman of Putnam Dye Works, Putnam, Conn., announced in a joint statement that Agawam has purchased all of Putnam's assets. The machinery and equipment has been moved to Thies Dyeing Mills in West Warwick, R. I., an affiliate of Agawam.

Putnam Dye Works formerly did commission jack spool dyeing for the woolen and worsted trades. Thies Dyeing Mills does woolen, worsted, and cotton package dyeing, glazing, and multiple-end winding.

"Yarn delivered to Thies on cones can be returned on dresser spools," states Chester K. Lind, vice-president of Agawam and sales manager of Thies. "Yarn already on dresser spools can be redyed and reclaimed by jack spool dyeing. Jack spool dyeing will enable us to offer another service to the woolen and worsted industry."

Francis J. Coleman, former owner of Putnam Dye will solicit package dyeing and spool dyeing for Thies Dyeing Mills; top dyeing for Elmvalle Dye Works in Pittsfield as well as Dacron tow dyeing for Agawam.

#### Bradford Dyeing Offers Water Repellant Finish

PHILADELPHIA, Pa. — A new durable stain and water repellent finish process, Scotchgard with Bradria, that retains its water repellency after many washings or dry cleanings, has been announced by the Brad-

ford Dyeing Association.

The new process is reported to work well with wash and wear fibers combined with cottons.

#### Phila. Dyers Fear State Tax Impact

PHILADELPHIA, Pa. — A substantial boost in dyeing and finishing prices, perhaps even cessation of operations by much of the industry, is foreseen unless a recent decision by the State denying the industry manufacturing status and making it liable for the State sales tax is reversed.

Ten firms here have been reassessed and will owe the State more than \$95,000 under the ruling, while another 18 are expected to be re-assessed soon and may also owe substantial back taxes.

The industry has 60 days from the May 5 date of the Sales Tax Review Board decision to file an appeal with the Sales Tax Appeal Board. If this fails, an appeal to the Dauphin County Court would be the final chance to get manufacturing status. The industry has been in legal conflict with the State Department of Revenue since 1956 on its status. The latest decision holds that dyers and finishers are "processors" not "manufacturers" and that the result is "not a new and different product."

#### Product Listing Issued By Independent Chemical

Independent Chemical Corp., Brooklyn, N. Y., has prepared a new brochure listing the approximately 200 industrial chemicals and textile specialties in its line. The firm recently established two stock points at Fall River, Mass., and Thomasville, N. C.

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## Foreign Markets

### Scottish Knitwear Trade Reports Good Fall Bookings, Price Trend Up

GLASGOW, Scotland (Scottish Amalgamated Trade News Agency)—The Scottish knitwear trade continues in a buoyant mood. Buyers are already booking steadily for autumn, although the spring selling season has not begun. Added reason for enthusiasm is the steady upgrading of merchandise. More and more, buyers are starting their ranges at higher price levels.

Where previously a substantial low-grade, low-price trade existed that has been eliminated largely, even where credit trade is involved. Credit buyers are, in fact, well to the fore in demanding improved quality at higher price levels and are quite prepared to pay for the quality they want. An important difference here is the justifiable price for a quality article and the excessive price.

In many cases, English manufacturers have been offering garments through Scottish merchants, claiming that styling deserves a premium price. In some cases the garments could be made equally well in Scotland at as much as 20 shillings per garment below the price required. In such cases, little business can result. Where, however, the quality is good and the price reasonable, business does result. The present boom business in Scotland is essentially for reasonably priced garments which are of high quality in terms of material, make-up and styling.

#### Wool and Cashmere

Wool and cashmere continue to take the bulk of the business. But Orlon would seem to be making a comeback after solution of some of the earlier problems which limited its use. In a number of plants, Orlon garments have been scheduled for autumn release. Other man-made fibers which are currently being pushed include Courtelle and Ban-Lon. Rather less acceptance is indicated for these yarns at the present stage, although a reasonable amount of production is indicated in these and other materials.

The major bulk buyers have been active currently and are

taking substantial quantities for their stores and credit trading units. These, again, are being gradually upgraded in keeping with garments handled by the private trade.

Styling trends indicate a swing away from classics. This varies considerably according to the firm concerned, but in certain mills the current indication is that classics are "out." This is perhaps too stringent a comment, since the garments now being made are essentially classic in design. All that has happened is that the maker is varying the neckline to give a dressmaker effect to a basic classic garment.

#### Color, Styling Simple

There has been a retention of simple colors and clean styling, and even the teenage market would seem to be moving toward a more mature acceptance than for some time past. Unusual colors, striped effects, are no longer being taken up by the buyers who feature teenage goods. They are now moving toward a more mature form of teenage garment, and this applies as much to men's wear as to feminine teenage fashion-wear.

One very obvious trend in Scottish knitwear manufacturing at present is the continuing swing to larger units. The traditional craft unit operating on a small scale is becoming much less frequent, although many do still exist and operate successfully. Knitwear is now "big business," and the investors are looking for an adequate return for the money laid down in plant, buildings and organization. That being so, there is little room for mistakes.

The reverse side of the picture is the revival of individuals who do not fit into this massive "big business" pattern and who believe that knitwear is a field where scope undoubtedly exists for the individual. A number of these units have been developed and are still developing, so that a new situation is emerging in Scotland. There are the very

(Continued on Page 42)

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large organizations which have been created over the past few years, and alongside them a new type of medium-sized merchant "manufacturing unit," which is designed to retain the personal touch and the individual control no longer applying in the massive organizations.

In some cases, these groups are being sponsored by men who were previously in the industry and whose positions have been taken over by the larger groups. The fact that such medium units can visualize a satisfactory future, and are investing personal funds in that future, is an indication of the present strength of knitwear industry demand in Scotland.

## Shawl Collar Style Enlivens Ordering

(Continued from Page 17)

trim of stripes each two inches wide.

Puritan's plaid group, including high V or open collar sweaters, is made up in a blend 75 percent wool and 25 percent mohair. Color combinations are: gold, white and oxford; olive and white; gold, chianti and olive; blue and gray; white, brown and java; and gray, black and white.

Jack Brauneck, of Puritan's Boys' division, said that the wool chukker model was also selling well in the junior sizes. It comes with two- or three-button plackets and are made up in a raccotti stitch, all wool and in 13 shades. Mr. Brauneck said that heather tones were particularly popular and that blue, beige, olive and brass were also selling well. Shawl collared jacquard patterns in gold and black are included in the top sellers for boys and, according to Mr. Brauneck, pullovers and cardigans, in solids and stripes of 75 percent wool and 25 percent mohair, are now considered a staple item.

Bert Rosnosky, of Pauker Boyswear, said that the buying pattern at this time emphasizes Orlon and wool shawl collar offerings and shaggy of brushed Orlon, or a blend mohair and wool.

He said that solids were demanding most of the attention and that the market for twists had not, so far, developed to any great extent. This company

does not plan to go in for an extensive array of novelty and complex stitch patterns in the boys' lines. More stripes than there were last fall are anticipated here and jacquards in combinations of gold and white; powder blue, black and red and also red, white and green are expected to be strong.

## Swimwear

### Trunk Buying Gaining In Stores

Men's swimwear trunk business is starting to take hold in men's wear shops and department stores. But selling is not expected to hit full stride until June, when the bulk of this trade usually is generated.

A couple of hot spells this month brought out a fair amount of men's swimwear business. Most of the action thus far has been in the boxer style although some younger men and teens have been buying the short short models.

Some stores have been promoting men's swimwear quite actively in order to get an early start on business. But it is found that most men wait until fairly close to time of need before making swimwear purchases. They do much less advance buying of swimwear than women.

The big rush of men's swimwear trade is anticipated prior to the July 4th holiday. But hot weather should bring out a fair amount of pre-Memorial Day buying, since many men go to the beach over this holiday.

Men's swim trunks are now appearing in window displays of the large stores. They also are being featured in point of sale display in men's sportswear sections, in newspaper ads, direct mail pieces and other media.

With the right kind of selling weather, men's wear retailers look for a big season in swimwear. They count on selling at least as many units as last year and perhaps a bit more. They point out that general economic conditions look favorable for a good summer sellin season.

### Annis Suits Modeled In Airlines' Windows

Annis Sea Glamour swim suits will be featured in windows of Eastern Airlines offices on live  
(Continued on next page)

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Left, bright red Lastex combines shirred insets and sleek panels in a junior-sized suit by Maurice Handler of California. Right, textured maillot with buttoned waistcoat decor is knit of Orlon also by Maurice Handler for sizes seven to 15.

models during the summer months, it was announced by Sam Annis, president of the swim suit company.

The first display will be at the Eastern office at 1407 Broadway. The live models will display the suits twice during the day from noon to 2:00 P.M. and from 4:30 to 5:30 P.M.

### Ladies' Swim Suits At Retail Hit Stride

Ladies' swimwear selling has been picking up momentum steadily in department and specialty stores and retailers are expecting trade to hit a peak for the season during June.

Stores have chalked up an encouraging volume of early season business, especially during hot spells. Retailers say they need favorable selling weather for the remainder of May and right through June to assure another good season.

If stores can rack up impressive swimwear volume before the Fourth of July, they feel the balance of the selling season will take care of itself. Hence the coming six weeks are a crucial selling period.

Most of the large stores will peak their promotional effort in June although some retailers have sizable promotions scheduled for the final two weeks of May.



A curved bra and draped half-skirt constitute a two-piece Lastex suit by Maurice Handler of California.

Promotional activity will be sustained to a lesser degree in July, with more emphasis being placed on item promotions and less on assortments. During the next six weeks stores will put strong emphasis on their complete lines as they seek to stimulate business across a broad front.

- COLLARS
- CUFFS
- BOTTOMS
- SLEEVES
- ELASTICS
- BORDERS

**KNIT TRIMS**  
Satisfaction  
Guaranteed



**CAPITOL**

KNITTING MILLS of Phila., Inc.  
Westmoreland & Collins Street  
Phila. 34, Pa. GARfield 3-0376



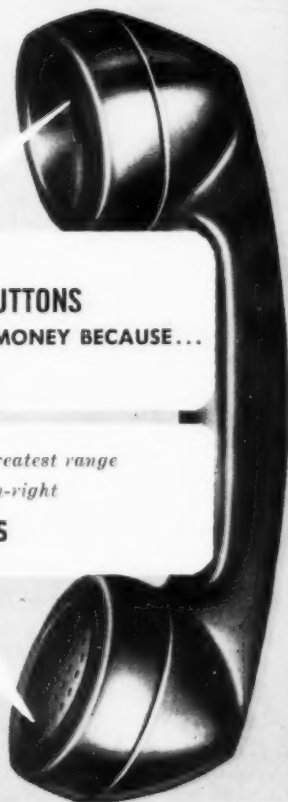
**FAWNTEX YARNS INC.**

KNITTING YARNS

Woolen Spun

ORLON® ACRYLIC — FUR BLENDS — LAMB'S  
WOOL/ORLON — WOOL — MOHAIR BLENDS

300-322 BUTLER ST., B'KLYN 17, N. Y. • MAIN 5-2700, 1913



**PERMALOID BUTTONS**

GIVE YOU MOST FOR YOUR MONEY BECAUSE...

You choose from the greatest range  
of smart, fashion-right

**DESIGNS**

EMSIG MANUFACTURING COMPANY • 225 West 60th St., N.Y. Plaza 7-4800

**CALL  
US  
AT  
PENNELL**

FOR TOP PRICES ON  
**MEN'S AND BOYS'**

- SWEATERS
- SWIM TRUNKS
- POLO SHIRTS
- WALK SHORTS

WE'RE ALWAYS OPEN TO BUY  
...WE ALWAYS BUY FAIR!

Pennell Sportswear Co., 1384 Broadway, New York 18 • LA 4-9020



**highest prices  
paid FOR YOUR sweater  
waste**

EVERY FIBER  
EVERY GRADE  
NO MINIMUM

**SKLAR**

TEXTILE  
WASTE  
CORP.

47 Rodney St., B'klyn 11, N. Y. ULster 2-4488

24 Hour Service Within 100 Miles of N.Y.C.  
We Do Business Throughout the World



**"Be Wise . . . ELASTICIZE"  
your swimwear with**

**RICH-FLEX MFG. CORPORATION**

*Elastic Yarns*



Mill & Main Office: 27 Foundry St., Central Falls, R. I.

N. Y. Office: 1261 Broadway, N. Y., N. Y. ORegon 9-2780

N.E. Representative: James R. Moore, 801 Industrial Bank Bldg., Providence, R. I.

Minn & Wisc. Rep.: Roger F. Merrill, Upper Midwest Bldg., Minneapolis, Minn.

Illinois Rep.: Lewis S. Margolis—Herbert Hertzberg, 222 West Adams Street, Chicago, Ill.

## INDUSTRY'S BOOK SHELF

**CLASSICS IN MANAGEMENT, SELECTIONS FROM THE HISTORIC LITERATURE OF MANAGEMENT.** Edited by Harwood F. Merrill. Published by the American Management Association, New York City, 446 pages, \$9.00 (AMA Members: \$6.00).

This anthology represents the first comprehensive collection of management thought. Until now, many of the classics of management have been hidden in private collections or scattered in reference libraries. As a result, these timeless ideas have been largely unavailable to managers and other students of management.

With the publication of *Classics in Management*, every manager can have the fundamental documents of his profession on his own bookshelf. These pioneering concepts are the foundation of modern management practice. They express the principles that have molded business and industry in the western world.

Included in this collection are basic works by: Robert Owen, Charles Babbage, Captain Henry Metcalfe, Henry Robinson Towne, Frederick Winslow Taylor, Henry Laurence Gantt, Russell Robb, Harrington Emerson, Alexander Hamilton Church, Leon Pratt Alford, Henri Fayol, Frank Bunker Gilbreth, Oliver Sheldon, Mary Parker Follett, Harry Arthur Hopf, and George Elton Mayo.

*Classics in Management* gives every manager the opportunity to become familiar with his heritage. This one book offers an absorbing picture of the development of management theory and practice. Each selection was chosen for its inherent interest and enduring value.

**LABOR TURNOVER: CALCULATION AND COST.** By Frederick J. Gaudet. Published by the American Management Association, Research Study 39, 111 pages, \$5.25 (AMA members: \$3.50).

Generally, the information given to top management about the extent and cost of turnover is meager and often misleading. This is a critical weakness because top policy makers must have complete data on turnover

in order to make adequate decisions in all their company operations.

This new Research Study is a thorough analysis of all available literature on the calculation of labor turnover and its cost. It includes exclusive charts not previously available to American managers and a bibliography of European and American studies.

Complete details about methods of mathematically measuring turnover include: basic formulas and variations of these formulas, frequency of measurement, and turnover comparisons. Cost calculation techniques are reviewed and compared, and ways these techniques might be adopted to specific company needs are suggested.

The effects of absenteeism, accidents, company size, and general employee factors related to turnover are discussed. A special section studies possible solutions to the turnover problem and describes specific techniques which could be applied for turnover reduction.

**ORGANIZING YOUR JOB IN MANAGEMENT.** By Carl Heyel. Published by the American Management Association, 208 pages, \$5.25 (AMA members: \$3.50).

Lack of time is an urgent problem for most executives. Although this *AMA Handbook* was written to show managers how to use time more profitably, it does not recommend gadgets or "tricks." The author suggests that the key to executive efficiency is organization—of work, subordinates' assignments, and future planning.

*Organizing Your Job in Management* shows how to direct tensions into productive channels. It describes how to analyze work habits, get the most out of meetings and conferences, and delegate assignments effectively. This book points out what every manager can do at his own desk, in his department, and within himself to organize for maximum productivity.

The executive who follows the program suggested in this handbook—analyzing the situation, identifying the problems, taking appropriate action—will be taking a big step toward becoming a better manager.

# THE INDUSTRY'S MARKET PLACE

Advertising rates: \$5.50 per column inch per insertion. Positions Wanted: \$5.00 per column inch per insertion. Minimum space — 2 inches. Ads for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

## MACHINERY—WANTED, FOR SALE

### MACHINERY FOR SALE

Hand Links and Links machines. Located in Puerto Rico. In first class condition—Grossers. Many equipped with special combs. Have been in recent use on bulkies using every other needle.

BOX 430L

## everybody knows AINSLIE FLAT KNITTING MACHINES

### NEW and REBUILT

- BORDER & POCKET MACHINES • NEEDLEREDS • BAUSHING MACHINES
- TUBING MACHINES • READERES • WARP KNITTERS
- CIRCULAR KNITTERS • WINDERS • LATCH NEEDLES & SUPPLIES

OVER 50 YEARS OF FAIR DEALING... LET US QUOTE YOU!

**AINSIE** KNITTING MACHINE CO.  
740-750 Grand St., Bklyn 11 N.Y. EV 7-3497

### MILL FOR SALE

In working condition—consisting of 7—6 gauge flat Links machines with motors and auxiliary equipment—sewing, pressing and backwinding. Ready for immediate use—reasonably priced. Mill located 17th St., New York City.

Call DI 2-6050—Brooklyn  
Ask for Morris Lipsky

## FOR SALE — CASH OR TERMS

- 5—30", 7 cut, 6 feed, Jacquard LH machines
- 2—30", 7½ cut, 6 feed, Jacquard LH machines
- 1—15", 8 cut, 4 feed, Jacquard LA machine
- 1—15", 11 cut, 4 feed, Jacquard TA machine
- 2—30", 32 feed Philip machines, 1—14 cut, 1—18½ cut
- 2—28", 7 cut, 6 feed, Jacquard TJ machines
- 2—61", 8 cut Queens Model B machines
- 1—62", 7 cut, Universal flat machine
- 2—10 cut Dubied VD machines: 1—40", 1—44"
- 1—10 cut Stoll border machine, with push jacks
- 1—32", 8 cut, S & H Rotary Jacquard machine
- 1—70 lever Jacquard card punching machine
- 4—Rimoldi Overlock machines, Model 27, practically new

## BEN WACHSMAN CO.

671 Bushwick Ave., Brooklyn 21, N.Y.  
Glenmore 2-4936

### WANTED

2½ gauge shaker hand machines. Must have double lock on one side. 32-44 inches.

### KNITTING MACHINE RENTS

1401 South Main Street Los Angeles 15, Calif.

### 2 THREAD LOOPERS

3, 4, 5, 6, 7 PT.

### ALWAYS CALL

## ABE PRENSKY

487 KNICKERBOCKER AVE., B'KLYN 37, N. Y.

HYacinth 1-2333

### WANTED

24", 3 position, 18 cut Supreme machines.

BOX 215

### FOR SALE

14 gauge cylinder and dial, Philip interlock, 30".  
Needles and parts included. Priced reasonably.

BOX 210G

### FOR SALE

## Modern, Up-To-Date Sweater Mill

Metropolitan area. Fully equipped, from knitting to finishing, producing fine gauge and bulky sweaters. 1500 dozen per week capacity.

BOX 190

## WE BUY—WE SELL EVERYTHING

*from a Needle... to a COMPLETE plant*

Including real estate — relocation surveys — etc.

## SPEIZMAN KNITTING MACHINE CORP.

MAIN OFFICE  
508 W. 5 St., Charlotte, N. C.  
Phone: ED 4-5546

NEW YORK OFFICE  
350 Fifth Ave., N.Y.C.  
Phone: PE 6-0451



## A STATEMENT OF POLICY

In response to the many telephone calls we have received inquiring whether any of the equipment is still available at Shelley Knitting Mills, Inc., LET IT BE KNOWN, that we are conducting this liquidation in line with our customary orderly fashion, and we are not "dumping" any of the machinery, which is in excellent condition, and very much in demand.

In order to fulfill our obligation to the principals of Shelley Knitting Mills, to their creditors and to the Court who, we feel, have given us the honor of handling this matter, we are doing our utmost to realize the fullest amount possible from this liquidation, in order that the creditors may be repaid in full: which is also the wish of Mr. John Ashe, the president of Shelley Knitting Mills.

The mill is open for inspection at all times, and you are more than welcome to come and look around. In addition to the machinery listed below, we also have our usual complete stock of knitting machinery and accessories.

- 3—Phila. Jacq. TJI, 6 cut, 30", 12 feed, 4 color strip., automats
  - 2—Phila. Jacq. TJI, 14¼ cut, 30", 12 feed, 4 color strip.
  - 2—Phila. Jacq. TAI, 6 cut, 30", 12 feed, 4 color strip.
  - 2—Phila. Jacq. TAI, 8¾ & 9¼ cut, 30", 12 feed, 4 color strip.
  - 5—Phila. Jacq. TAI, 13, 13½, 16½ cut, 30", 12 feed, 4 col. strip.
  - 1—Phila. Jacq. TA, 17", 11½ cut, 4 feed
  - 1—Phila. Jacq. TJ, 10 cut, 30", 12 feed, 4 color strip., automats
  - 1—Phila. Jacq. LH, 8 cut, 30", 6 feed, 3 color strip.
  - 2—Phila. Jacq. TJ, 28", 8½ cut, 6 feed, 4 color strip.
  - 5—Universal "Supramats" 62", 12 cut, 4 Bar, Motor and stop motion
  - 2—Queens Model "B", 60", 10 & 12 cut, High & Low needles, Jacks
  - 3—Leighton Brass Ringers, 5 cut, 2 feed
  - 1—Leighton Transfer, 19", 10 cut, 6 feed
  - 2—Reiner Raschel Machines, 98", 18 Gauge, warp, creels
  - 1—Roto-Coner, 40 Spindles, Late Style, Motor and Waxing Attachments
  - 2—Cissel Dryers, 100 lb. Capacity, 2 years old
  - 1—Fletcher Extractor, 48", mono-metal
  - 4—Washing Machines, asst. sizes, stainless steel
  - 2—Fantex soap mixers and pumps
  - 2—Wolf Straight Knives, 6"
  - 9—Marrow machines, model A3DW1
  - 2—Marrow crochet mach., 15CA
  - 15—Singer mach. and tables, asst. model numbers
  - 9—Union Special mach. and tables, asst. model numbers
  - 6—Blind Stitch mach., Lewis and Columbia
  - 1—Willcox & Gibbs label sewer
  - 15—Loopers and tables, model P, 12, 14, 15 pt.
  - 5—Hepworth Loopers and tables, 15 pt.
  - 2—Prosperity pressers, 30 x 60
  - 6—Paris finishing machines
- Accounting and payroll mach., adding mach., ditto, typewriters, etc.

*Joseph Kopelowitz, Inc.*

600 Broadway, Brooklyn 6, N.Y.  
EVergreen 7-1145

## FOR SALE

New Hand Flat Knitting Machines  
4½ to 14 cut, various widths.

## TRICOMA, INC.

Showrooms:

303 Stockholm St.  
Brooklyn 27, N.Y.  
Glenmore 6-0205

7504 Empire State Bldg.  
New York 1, N.Y.  
Wisconsin 7-7466

## FOR SALE

- 1—Scott & Williams MFRC, 30" interlock machine, 18½ cut, 30 feed, fully equipped
- 1—Scott & Williams MFRC, 30" interlock machine, 20 cut, 30 feed, fully equipped

May be seen in operation.

Both machines in practically new condition.

**BOX 120B**

## FOR SALE

5 Dubied fashioned collar machines, top working condition, 13 gauge. Will also widen automatically. Also fine gauge machine:

- 1 Dubied RAL 55", 14 gauge
- 1 Dubied RAC 55", 14 gauge
- 1 Dubied BAZ 55", 14 gauge
- 1 Dubied ABG 40", 12 cut, 8 locks

Reasonably priced

**BOX 130M**

## FOR SALE

5 TAI, 12½ cut, 12 feed, 30", 4 color striper, machine complete—serial numbers #4244, #4283, #4181, #4425, #4741.

1 Ordnance Gauge, 12 cut, 8 feed, 18", 4 color striper, jersey and interlock machine.

All in A One condition, and may be seen running.

## BUTLER KNITTING MILLS

45 Carey Avenue, Butler, N. J.

TErminol 8-0940

## FOR SALE

10 cut Leighton Panel cylinders, new, never used, with fillers for 1 x 1 or 2 x 2 bottoms and cuffs.

- 2—14" cylinders with 440 needles.
  - 3—15" cylinders with 472 needles.
  - 3—16" cylinders with 496 needles.
  - 1—30" cylinder for plain knitting with 948 needles.
- Also, needles if desired for the above.

Call or write Harry Rose at:

**HUDSON KNITTING MILLS**  
Hudson, New York      HUDson 8-1575



**FOR SALE**

- 4—fully automatic flat Jacquard machines,  
12 cut, 47½" and 51" wide.  
7—automatic V-bed machines, 12 cut.  
3—automatic V-bed machines, 10 cut.

**BOX 91****FOR SALE**

circular fine gauge Supreme and  
Scott & Williams machines  
18, 18½ and 19 cut.

**TWining 4-8301 or BOX 180D****FOR SALE**

- 1—26", 13 cut Edmos rib machine; 2 x 2 Swiss rib, 80  
end yarn stand, 64 feed, Stop Motion.  
1—1480 needle Brinton cylinder (insert walls) with  
32-120 cut 40° wheels.

**BOX 213****YARNS WANTED, FOR SALE****WE BUY SURPLUS KNITTING YARN**

Machine and Hand Knitting Sizes

**WALTER McCOOK & SON, INC.**

711 Arch St.

Phila. 6, Pa.

WAlnut 5-8891

**SURPLUS YARNS FOR SALE**

- 2000 lbs., 1/3 run, wool, black  
500 lbs., 1/3 run, wool, brown  
6000 lbs., 1.75/2 ply cotton roving, sulphur black  
15000 lbs., 9/1, cotton, bleached white  
3500 lbs., 2/26, 56's grade Government Worsted,  
chrome A. F. blue

Priced Substantially below market.

**BOX 216****YARNS FOR SALE AT ATTRACTIVE PRICES**

- 800 lbs.—2/20, 100% Alpaca, natural, skeins  
1100 lbs.—2/20, 100% Worsted, brown, cones  
800 lbs.—1/13, silver, 100% Worsted, cones  
400 lbs.—1/13, 100% Worsted, black, cones  
2000 lbs.—3 & 3½ run, 70% Lamb's wool, 25% Orlon acrylic, asst. colors, cones  
800 lbs.—5½ run, bleached Orlon acrylic, cones  
800 lbs.—1/34, oatmeal, Turbo Orlon acrylic, cones  
600 lbs.—1/15, black, 6 denier, Turbo Orlon acrylic, cones  
750 lbs.—1/24, natural Orlon acrylic, H. B., cones  
2100 lbs.—1/27, natural Orlon acrylic, cones  
1700 lbs.—2¼ run, pink, garnetted Orlon acrylic, cones  
400 lbs.—1/32, natural H.B. Orlon acrylic, cones  
1000 lbs.—3 run, 100% wool, olive green, cones  
4000 lbs.—2¼ run, old gold, 75% Lamb's wool, 25% Orlon acrylic, cones

**SAM SASKEN**

1441 Broadway, New York 18, N.Y.

CH 4-8733

**FOR SALE  
ELASTIC YARN FOR KNITTING**

• All Sizes and Colors

**B**EDFORD YARN CO.  
79 Clifton Place  
Brooklyn, N. Y.  
MAIn 2-1340

**FOR SALE**

700 pounds of 2/12 ZEPHYR SUPER WHITE  
Guaranteed perfect. Below market price.

**CALL EV 8-8277**  
**BEN BALIF**

686 Flushing Ave.  
Brooklyn 6, N. Y.

**CENTURY**  
**YARN CO.**

**FOR SALE**

Approximately 3,000 lbs. surplus knit  
bottoms and cuffs, including Lastex.

**BOX 210B****HELP WANTED****FORELADY OR FOREMAN WANTED**

Ladies' sweater mill wants aggressive foreman  
or forelady to handle sweaters from knitting  
through examining. Must be production and  
quality conscious. Preference for Jersey residents.

**BERGEN KNITTING MILLS, INC.**

620—38th St., Union City, N. J. Union 7-1068

**DUBIED MECHANIC**

Master mechanic required with particular proficiency  
in the handling of Dubied machines. Equipment of 50  
machines includes the latest in DDD's, DL's and DRL's.  
Production includes fine gauge trim for full fash-  
ioned sweaters and coarse gauge bulky sweaters.  
Position is mainly concerned with maintenance, set-up,  
and some styling assistance stitchwise.

Salary commensurate with experience and ability.  
Mill located in beautiful Pennsylvania community  
120 miles from New York City.

Reply in detail to **BOX 203**

**WANTED**  
**FULL FASHION**  
**KNITTER MECHANIC**

Here is a marvelous opportunity for a man to take com-  
plete charge of full fashion knitting department of large  
knitting mill. Must be top-notch mechanic, able to set up  
new and old styles, and run department on EFFICIENT  
BASIS, and supervise all personnel.

Write details in confidence.

**BOX 211**

### EXPERIENCED SWEATER SALESMAN WANTED

to work with mill in handling output of 500 dozen bulkies per week, medium to better priced. Must have good connections with chains and department stores.

**BOX 206**

### WINDING PLANT FOREMAN WANTED

**Night Shift — Brooklyn**

Good starting salary.  
Excellent advancement possibilities.

**BOX 205**

### KNITTERS WANTED

Experienced on LH Links & Links circular machines. Good pay, hospitalization, pleasant surroundings, second shift.

**ATOMIC TEXTILE CO., INC.**  
1605 John St., Ft. Lee, N. J. Windsor 4-4536

### EXPERIENCED CUTTER WANTED

on all types of knitwear. Coarse gauge and fine gauge knitted suits and dresses.

**BOX 219**

### WANTED—KNITTER-MECHANIC

with experience on circular pattern wheel machines. We are expanding our knitting department and need an additional mechanic. This is a permanent position with excellent working conditions with a firm located in upstate New York. Please state experience and all particulars in first letter.

**BOX 210M**

### CIRCULAR KNIT MECHANIC

Work involves frequent changes in machine operations rather than production type work. Must be capable of servicing Jersey Pattern Wheel machines, Rib machines and handling Links-Links Sweater machines. Excellent opportunity in Celanese Fibers Co. Development Laboratories in lovely Charlotte, N. C., a progressive, modern city of 200,000. Write background details including salary desired to Mr. J. Keifer.

### CELANESE FIBERS COMPANY

A Division of Celanese Corp. of America  
P.O. Box #1414, Charlotte 1, N. C.

### FOREMAN WANTED

Must be thoroughly experienced to take complete charge of sewing department of mill making knitted sweaters, suits and dresses. Wonderful opportunity for proper party who seeks to relocate in vacation area. 1½ hour by bus from New York City. Good salary and other benefits.

**BOX 121**

### POSITIONS WANTED

### ATTRACTIVE YOUNG LADY SEEKS POSITION

College graduate, now teaching, seeks temporary job (June-Sept.) as receptionist, office or show-room assistant. Conscientious, dependable.

**BOX 180V**

### PRODUCTION MAN AVAILABLE

Presently employed, practical experience with mill in all phases of production from knitting to finished garments — quality control, yarns, etc. Desires position as production coordinator or production man with jobber or direct selling mill.

**BOX 212**

### NEED A MAN FRIDAY?

Formerly self-employed in children's sweaters. Thorough knowledge of sales and production.

**BOX 210K**

### TEXTILE ENGINEER AVAILABLE

Currently employed. Warp knitting experience in customer servicing and complaints, quality control and light designing. Seek challenging position. Will relocate.

**BOX 210C**

### FORELADY OR FOREMAN WANTED

in Brooklyn area, on ladies' and children's sweaters. Complete charge of sewing department from cutting to finishing.

**STagg 2-6359**

### CONTRACTORS WANTED, CONTRACT WORK WANTED

### CONTRACT WORK WANTED

Contractor has opening for additional work on flat machines, all gauges. Also, bulky circulars. Quality workmanship.

**BOX 196**

### WESTERN GERMAN MANUFACTURER

ON BULKY-KNITTED, FULL-FASHIONED, HIGH-CLASS MEN'S SWEATERS AND CARDIGANS — all wool, sporty and fashionably styled, produced on HAND-OPERATED FLAT KNITTING machines, 3 cut,

### WANTS CONTACT WITH U. S. CONTRACTOR

for sale to the U. S. market. PRICES ranging from \$9.00 to \$11.30 CIF U. S. port, including packing resp. CUSTOMS PAID \$11.75 to \$14.60 CIF U. S. port including packing.

For details, please apply to

**STAFRA-STRICKEREI KG., Rudolf Strauss**  
14a) Endersbach/Wuertt. Western Germany

**CONTRACTOR**

with 4 gauge flats seeks additional work on knitting only on complete garment. Quality workmanship.

**BOX 214**

**CONTRACT WORK WANTED**

on 4 cut Universals. Men's, ladies' and children's. We are a quality house.

**BOX 218**

**CONTRACT WORK WANTED**

on new Jacquard circular Links machines. Medium gauge. Many years of experience in making all kinds of sweaters.

**FAIRVIEW KNITTING MILLS**

1370 DeKalb Ave., Brooklyn 21, N. Y. Hickory 3-4030

**CONTRACT WORK WANTED**

on 12½ cut TAI. Can do stripe work and make knitted shirts.

**STANLEY SWEATER, INC.**

901 Glenmore Ave., Brooklyn 8, N.Y. TA 7-7200

**CONTRACT WORK WANTED**

on Interlock, Philip, Scott & Williams, Links & Links, TJI machines.

Fine gauge bulkies. Napping and shearing. Men's Ban-Lon shirts.

**KNIT-FASHIONS, INC.**

1114 Willow Ave., Hoboken, N. J. OLdfield 9-7344  
WOrth 2-0180

**REAL ESTATE****FOR LEASE**

Southern Factory Building near Charlotte, N. C.

Modern air-conditioned 1 story, 10,000 sq. ft., presently making sweaters. Good cooperative labor. Machinery and equipment now operating can be purchased.

**BOX 210**

**MERCHANDISE FOR SALE****OUTLET WANTED  
FOR BETTER CLASS  
IRREGULAR SWEATERS**

Also better grade men's and ladies' bulky sweaters.

**VAn Dyke 1-1941—BOX 210E**

**CLOSEOUTS WANTED****CLOSEOUTS WANTED****SURPLUS LASTEX & ELASTIC FABRICS**

For Export Full pieces—Shorts Any quantity—Fair prices

**HERBERT L. TOFFLER AND SONS, INC.**

440 Fourth Ave., New York 16, N. Y. MU 5-3906

**CLOSE-OUTS WANTED**

CASH PAID for surplus stocks of Sweaters and Bathing Suits.

**BERNETTE TEXTILE COMPANY**

101 W. 31 St., New York City

BRyant 9-5526-7

**WANTED FOR CASH**

Men's and  
Boys'

**SWIM TRUNKS, SWEATERS, POLO SHIRTS**

**LOUIS SOMERFIELD** 1140 B'way, New York 1, N. Y.

MURray Hill 3-7856

**KNIT FABRICS, CLOSEOUTS WANTED**

Cottons, Jerseys, Nylon Fleece, Lastex, Novelties, Metallics.

Woven Piece Goods and Remnants. We pay cash.

**CHARMKNIT CORP., 82 Franklin St., N.Y.C. WA 5-6828**

**COTTON KNIT FABRICS WANTED**

We pay cash for closeouts. Stripes, fancies, solids, underwear materials, etc. Full pieces and remnants. Also interested in woven fabrics.

**HUB OVERSEAS CO., INC.**

394 Broadway, New York 13, New York

WOrth 6-5544

**BUSINESS OPPORTUNITIES****PARTNER WANTED**

Modern, fully equipped mill, manufacturing a fine quality line of BULKIES and fine gauge sweaters on full-fashioned machines, and BULKY jackets and sweaters on HAND machines, wishes to sell half interest of partner moving to California, or will sell entire mill.

This plant is located in a good labor area and has a backlog of orders on all its equipment. Interested parties can arrange to see this plant in operation.

**BOX 210J**

## WANT TO BUY, SELL OR EXCHANGE—

*Yarns—Knitting Machinery and  
Equipment—Mill Supplies?*

## JOBBER—

*Seeking Additional Contractors?*

## CONTRACTORS—

*Seeking Additional Work?*

## EMPLOYERS—

*Need Additional Help?*

- You're sure to get the results you want—by inserting an inexpensive ad in the Industry's Market Place Section of the "Times."

**To Place Your Ad:  
Call Murray Hill 3-7519 or  
Use This Handy Order Blank**

KNITTED OUTERWEAR TIMES  
386 Park Avenue South, New York 16, N. Y.

Gentlemen:

Insert the ad written below in..... issues.  
(Check one)

### ☐ TRADE WANTS

Rates per insertion: 35c per word; 40c if set in capitals. Box number counts as 2 words. Minimum cost per adv. — \$5.50. Positions wanted — \$5.00.

### ☐ DISPLAY AD

☐ 2" — \$11.00  
☐ 4" — \$22.00  
☐ 10" — \$55.00

**Please Enclose Payment With Order.  
ADVERTISEMENT**

\_\_\_\_\_  
\_\_\_\_\_  
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\_\_\_\_\_

☐ Check here if you want a confidential box number (replies sent to you as we receive them).

Name.....

Address.....

(Use separate sheet if necessary. Attach this order blank.)

## TRADE WANTS

RATES: one insertion—35 cents per word. Words set completely in capitals — 40 cents per word. Box numbers count as two words. Minimum cost of advertisement—\$5.50. Minimum cost of Positions Wanted advertisements — \$5.00. Trade Wants for Monday's paper must be in by preceding Wednesday, 2 P.M. Please enclose payment with your order.

For Sale: 5-8 gauge, single jack Queens Links machines; 3-62", 2-72". Complete and in good working order. Box 217

Knitter-Mechanic-Designer available: Part-time on Supreme bulky and Dubieds. Box 210A

1/6 SPINDLE UNIVERSAL BACKWINDER, 88 KSL U. S. MOCK FASHIONING, FOR SALE. EMPIRE 6-3307 — BOX 210E

Active sales office desires line of women's Orlon and Ban-Lon cardigans, slippers and novelties. Also men's Ban-Lon sweaters and shirts. For domestic and export trade throughout the year. Box 210F

LEASE—SALE. LOFTS—BUILDINGS. ALL SIZES—ALL LOCATIONS. MILTON WOLF & CO, 744 BROAD STREET, NEWARK, NEW JERSEY, MI 3-8844.

Loft for rent: Williamsburg, 2 floors — 3500 feet (separately—together). Renovated. Sprinkler, elevator, heat. STagg 2-4043

WANTED: FOSTER WINDING MACHINES. ANY SIZE. STAGG 2-4043

COMMISSION KNITTING WANTED ON 4 CUT UNIVERSALS. COMPLETE GARMENT. WILL CONSIDER KNITTING ONLY. BOX 210L

## WANTED TO BUY

Small cotton yarn dyeing plant with production of approximately 5,000 - 7,000 lbs. per day. North or South.

**BOX 210H**

## SERVICES, SUPPLIES FOR SALE

### HAVING PROBLEMS WITH LABELING LAW?

a PIN TICKET with your WPL number and fiber content will do the job!  
IMMEDIATE DELIVERY

**BROADWAY THREAD CO.**

658 Woodward Ave., Brooklyn, N. Y. EVergreen 2-8002

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**Fill in coupon and return TODAY**

KNITTED OUTERWEAR TIMES

386 Park Ave. South, New York 16, N. Y.

Please enter our subscription to the Knitted Outerwear Times for one year. Check is enclosed. Domestic — \$10.00 per year; Canada-Foreign — \$15.00 per year.

Name .....

Address .....

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## WOONSOCKET SPINNING CO.

When you buy from Woonsocket you are buying the best! Whether it be cashmere, camels hair, angora, fur blends, mohair, lambs wool or other specialty yarn, Woonsocket begins with the world's finest fibers. Woonsocket processes them in its own mills, under highly scientific control until the yarn is delivered promptly to your factory. Thus you are assured of an adaptable resource, able to meet the constantly changing demands of men's and women's fashions.

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*—in addition to which we  
have added our own improvements which will  
result in a product that is superior to anything  
on the market today.*

*Please remember . . . we do not have any old  
or outmoded equipment which does a 50% job.*

*In order to meet the demands of the industry—  
our capacity will be extremely large—but we  
urge you to get in on the ground floor—now!*

*progress is our greatest asset!*

GREAT NAMES IN KNITTED OUTERWEAR PROCESSING

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